



The



CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2898
VOL. CXXIII

AUGUST 24, 1935

Annual Subscription (with
Diary) 20/-. Single Copies 9d.

Senna

Alexandrian & Tinnevelly
Direct from our own Growers

The name of RONALDSON
has been coupled with meeting
the wholesale demand of Senna
for the past 75 years ~ ~ ~ ~

*We shall be pleased to quote
Wholesalers with samples on request*

JOHN Ronaldson

SENNA IMPORTERS & Co.

15 SEETHING LANE
LONDON · E · C · 3 ·

Established 1858



PARAGON

BRAND

B.P.C. absorbent cotton wool, plain & boric lint IN CARTONS

Paragon Brand Absorbent Cotton Wool, Plain and Boric Lint are now offered to the trade in $\frac{1}{2}$ oz., 1 oz., 2 oz., 4 oz., 8 oz., and 16 oz. cartons.

Easier to handle, distinctive, guaranteed, these new packs represent a remarkable advance in the marketing of dressings required for all surgical purposes. The contents of every carton conform to the requirements of the Ministry of Health.

THE PRICES ARE AS FOLLOWS

B.P.C. ABSORBENT COTTON WOOL IN CARTONS

	$\frac{1}{2}$ oz.	1 oz.	2 ozs.	4 ozs.	8 ozs.	16 ozs.
Trade	1/1	1/7	2/6	4/4	7/9	14/6 per dozen

B.P.C. PLAIN LINT IN CARTONS

Trade	1/1 $\frac{3}{4}$	1/10	3/2	5/6	10/3	19/6 per dozen
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B.P.C. BORIC LINT IN CARTONS

Trade	1/0 $\frac{1}{2}$	1/6 $\frac{1}{2}$	2/6 $\frac{1}{2}$	4/5	8/3	15/6 per dozen
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British Made by
T. J. SMITH & NEPHEW
LIMITED

Dept. C., HULL

LONDON HULL MANCHESTER
GLASGOW

Manufacturers of Elastoplast and Paragon
Brand Surgical Dressings

ORDER THROUGH YOUR WHOLESALE

ENO SALES STILL GROWING!



★The consistent ENO advertising throughout the year makes a direct appeal to the Public and creates new customers for you.

★ENO is a high quality product of 70 years' standing and fully supports the claims made for it in our advertising.

★More and more people are daily appreciating its refreshing and health giving qualities, and you are assured of regular repeat sales.



IT PAYS TO DISPLAY ENO

The attractive ENO show material always makes a dignified window display and particularly at this time of the year reminds the public that ENO ensures holiday fitness. No Pharmacy window is complete without an ENO show. Make good use of our latest display material and watch your sales of ENO grow.

THIS YEAR MAKE
ENO'S 'FRUIT SALT'
YOUR SALINE

An

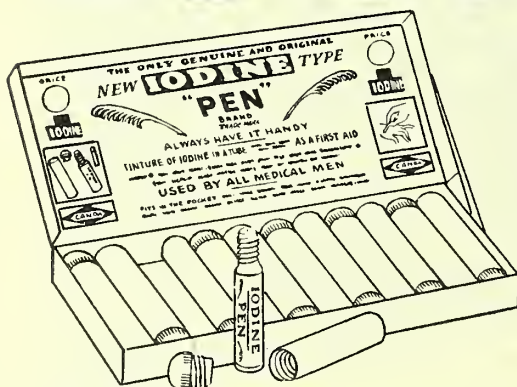
Here is an Iodine Pen which introduces a new standard of value—a new idea in compactness. Though so amazingly cheap this new “Canda” product lacks nothing in appearance or in efficiency. It has the same attributes of its predecessor, the original “Canda” Iodine Pen. It provides clean, handy, ever-convenient first-aid at a price which opens up a market so extensive and productive that no chemist can afford to ignore it.

Iodine

This new “Canda” Pen is unique in its construction. It consists of (a) the actual glass “Pen” for direct application, (b) an attractively coloured case, and (c) a “two-in-one” moulded screw top which serves both as a cap for the glass container and the case. This new construction makes the iodine quickly available, yet perfectly safe and completely free from leakage.



"Pen" BRAND



Also supplied for MOSQUITO Application. Each in distinctive coloured container. Packed in attractive boxes for counter display—one dozen per box.

PRICES : Single Boxes - - 2/3 per doz.
3 dozen - - - 2/0 per doz.
6 dozen - Carriage Paid 2/0 per doz.

These prices are for Great Britain and Northern Ireland only.

Manufactured and patented only by **CLAY & ABRAHAM Ltd., Liverpool**, makers of the original Iodine “Pen” (Brand)—and can be obtained from your usual wholesaler. Also from **Thomas & Linton Ltd., 4 Gray’s Inn Road, London, W.C.** Export Agents except for New Zealand and Australia:—**W. A. Jones Ltd., Maryland Street, Liverpool**

Every customer can spare an extra threepence. You will realise that there is an immediate and extensive market for such a product. Here is the pen which will soon be in everyone’s pocket. No sooner seen than sold! The ideal “pick-up” article for the counter!

for 3d

Also the original “CANDA”
Iodine Pen in metal Tube.
(Protected retail price 6d.)

Collosol Zinc Cream



The new coloured jars are set off to perfection by the silver foil show-stand illustrated above.

Collosol Zinc Cream will attain increased popularity with women following the introduction of this new moulded jar in attractive colours—an ornament to any dressing table.

Collosol Zinc Cream is linked with all Crookes Halibut Liver Oil sales—your customers will know about it and you can reap the profit.

An added attraction is the support it receives from the medical profession.

For those who prefer it, Collosol Zinc Cream is still available in the original tube at the same price

*in its new pack
3 colours, green
blue and black*

Bonus Terms
12/-

per dozen subject
(13 to the dozen.)

RETAIL 1/3



THE CROOKES LABORATORIES (British Colloids Ltd.) Park Royal, London, N.W.



S A S AD 1833 S A S AD 1833 S A S AD 1833

StaffAllenS

ENGLISH GROWN

MEDICINALS

The herbs grown on the Company's farms at Long Melford, Suffolk, are gathered and treated in the factories before they have time to wilt and deteriorate

DIGITALIS	CHAMOMILE
HYOSCYAMUS	LAVENDER
BELLADONNA	PEPPERMINT

STAFFORD ALLEN & SONS LTD.
COWPER STREET : : FINSBURY : : E.C. 2.

S A S AD 1833 S A S AD 1833 S A S AD 1833

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FOR THE HOLIDAY SEASON!



The Soleil Doré (Sungold) shade of **VELOUTY** de DIXOR

(1/- size illustrated)

P.A.T.A. Prices

Unbreakable Pots:		Tubes:	4 1/2 d.,	3/- doz.
Handbag 1/3,	10/- doz.	"	6d.,	4/- "
De Luxe 4/6,	36/- "	"	1/-,	7/- "
Glass Pots 2/9,	21/- "	"	2/-,	14/- "
		"	3/-,	22/- "

The New Handbag size **1/- IRADIUM** de DIXOR (Illustrated)

In display boxes of 1/2 doz.

P.A.T.A. Prices

1/-, 2/6 & 5/6 bottles 8/-, 18/- & 39/- doz.

Display these lines and get the Sales resulting from our advertising and sampling

DIXOR LTD., St. Leonard's Works, Mortlake, S.W.14

CRÈME DIXOR

(6d. size illustrated)

A day cream for dry skins and anti-wrinkle massage

P.A.T.A. Prices

Pots:		Tubes:	6d.	3/- doz.
Glass - 2/9	21/- doz.	"	1/-	7/- "
De Luxe 4/6	36/- "	"	2/-	14/- "
		"	3/-	22/- "

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Attractive Shops Attract more Business!

*We specialise in modernising
Chemists' Shops, Interiors and
Furnishings and shall be
pleased to co-operate with
Chemists for any kind of
alterations or additions*



PHARMACY FITTERS FOR
OVER A CENTURY

PHILIP JOSEPHS & SONS LTD.

90-92 ST. JOHN STREET, CLERKENWELL, LONDON, E.C.1

Telephone : Clerkenwell 2191

ESTABLISHED IN 1826

Announcement of Interest TO YOU!



WITHIN the next week or so our full range of show material will be ready for distribution. In order that you may not be disappointed we would appreciate it if you will write now, as each application for material will be dealt with in rotation. Please state approximate size of window, etc.

We do not intend to go into details just now, but there are two striking improvements to Juvigold now in production that will attract the public even more than at present.

GET ON TO REAL BUSINESS BY DISPLAYING

Prices

3/-	5/-	12/-
27/-	45/-	108/-
P.	A.	T. A.



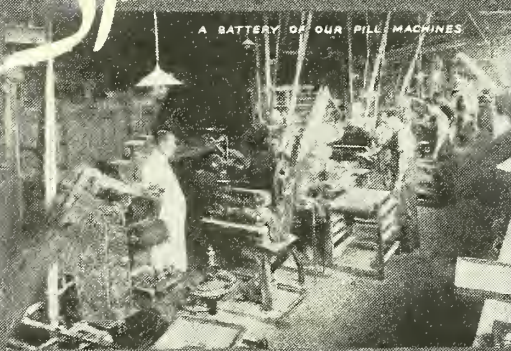
JUVIGOLD *the Year's Biggest Trade Success*

USUAL WHOLESALE OR DIRECT

The MIDDLESEX LABORATORY of GLANDULAR RESEARCH Ltd.
21 - FARRINGTON - AVENUE - LONDON, - E.C. 4
TELEPHONE: CENTRAL 1901 TELEGRAMS: GLANDOC, LUD, LONDON

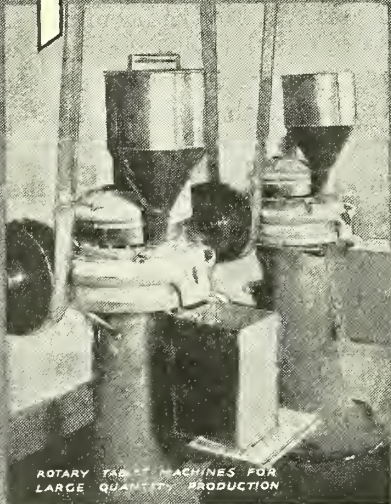
ONLY *Specialisation*

A BATTERY OF OUR PILL MACHINES



CAN GIVE PERFECTION IN FINISH
AND UNIFORMITY IN ACTION IN

PILLS & TABLETS



• PACKED OR BULK
• COATED OR UNCOATED
• STANDARD OR PRIVATE FORMULÆ

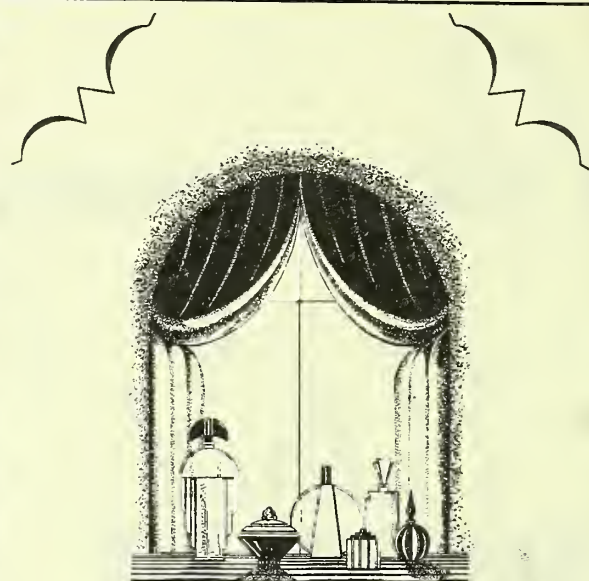
ROTARY TABLET MACHINES FOR
LARGE QUANTITY PRODUCTION

OUR WIDE EXPERIENCE AND FULL FACILITIES
ENABLE US TO MAINTAIN A HIGH STANDARD OF
MANUFACTURING EXCELLENCE, AND TO QUOTE
EXCEPTIONALLY KEEN PRICES

ESTAB. 1839

Arthur H. Cox

& Co. Ltd.
BRIGHTON



*Designers & Makers
of
Quality Glassware
for
Perfumery.*

ESTABLISHED 1828

**WOOD BROS. GLASS CO.
LIMITED**

BARNSELY

ENGLAND

How many blows does a road drill strike per day?

(Working 8 hours continuously)

... less than $\frac{1}{5}$ th
the circulation of
The RADIO TIMES!

At the worst you have only had to listen to a road drill intermittently. A torrent of blows for a few seconds and then a pause. But imagine it working ceaselessly every minute of a forty hour week. Even then the number of blows struck would not exceed 2,400,000 — the circulation of "The Radio Times"! * 2,400,000 is a figure whose size is beyond the imagination of most people, except mathematical experts. But YOU only need to be a good business man to appreciate what such a circulation means to you when your suppliers are advertising in "The Radio Times". Those who give you such support are worthy of the greatest co-operation you can give them. It pays to display what is advertised in "The Radio Times".

* Readers with a taste for arithmetic can verify this statement from the fact that the latest Holman Road Drill strikes 960 blows per minute.

All enquiries should be addressed to the Advertisement Manager, The B.B.C., Broadcasting House, Portland Place, W.1. Phone: Welbeck 4468.



By courtesy of
Holman Bros. Ltd

SHAVE WITH A "LAUREL"

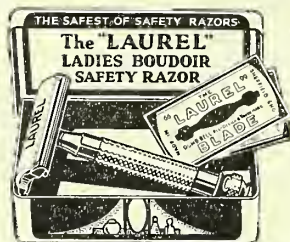
"LAUREL PENNY BLADES—ALL TYPES"

MADE IN SHEFFIELD, ENGLAND

"LAUREL"

LADIES' BOUDOIR
SAFETY RAZORS
(NICKEL PLATED)

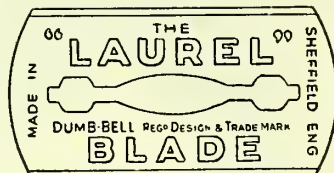
6d.
EACH



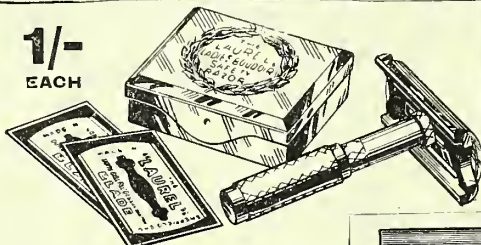
PENNY

BLADES

FOR YOUR RAZOR
PACKET OF SIX
BLADES FOR
6d.

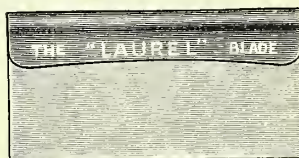
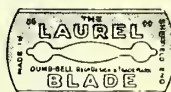


1/-
EACH



THE "LAUREL" LADIES'
GOLD PLATED BOUDOIR
SAFETY RAZOR

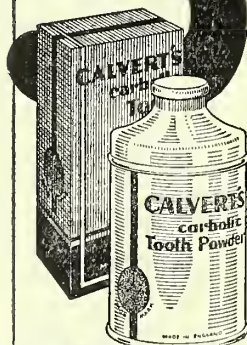
COMPLETE WITH TWO BLADES AS
ILLUSTRATED



GEO. H. LAWRENCE LTD. LAUREL WORKS, SHEFFIELD, 25571

5D

PROFIT
ON EVERY
NEW TAP-OUT
CONTAINER



Your customers want Calvert's. They appreciate its pleasant refreshing flavour. They know how smoothly and thoroughly it cleans. Introduce the new pack to them. Its handiness will appeal at once.

CALVERT'S
carbolic Tooth Powder

A neat display stand is now available. Takes up little room but is a remarkable silent salesman.

Send p.c. to

F. C. CALVERT & CO., LTD., MANCHESTER



Mermaid Regd.

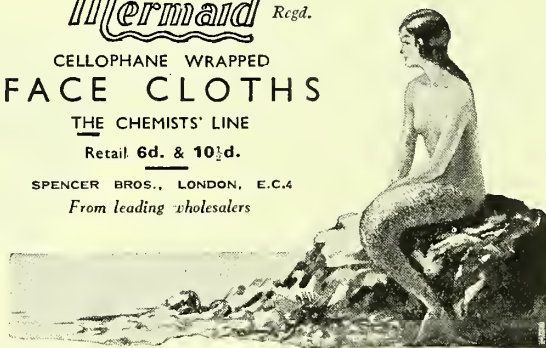
CELLOPHANE WRAPPED
FACE CLOTHS

THE CHEMISTS' LINE

Retail 6d. & 10½d.

SPENCER BROS., LONDON, E.C.4

From leading wholesalers



"ODENTIC"
PLATE
BRUSH

Regd. No. 417637.

From all
Wholesalers.

Manufacturers.

W. R. Speer & Son (EST. 100 YEARS)
215 DALSTON LANE . . . LONDON, E.8





A FEW *Seasonable* SALES TIPS

- 1 All your customers will appreciate your suggestion of *something better*, so recommend new VINOLIA SOAP, especially for summer use. It will pay you to stress the fine refreshing perfume and the excellent soothing properties of the lather.
- 2 The best soap for you to recommend for Baby is either new VINOLIA or VINOLIA BABY SOAP. For safety, purity and soothing qualities they are invaluable.
- 3 For quick, slick shaves and complete satisfaction, sell more VINOLIA SHAVING STICKS—retailing at 6d, 7½d, 9d, 10d and 1/-, or CREAM 1/- or 1/6. *The most popular and best value pack is the new 9d Stick in bakelite container.*
- 4 The best application for children—and parents too—before and after exposure to the sun or wind is VINOLIA BABY CREAM.
- 5 LEMBENOL is really a most effective application before and after gnat and mosquito bites.
- 6 Your customers will thank you if you recommend VINOLIA EAU-DE-COLOGNE or VINOLIA GLACIER COLOGNE. Their cool and refreshing qualities are unsurpassed; the latter is especially useful for relief in the case of headaches.
- 7 Recommend new VINOLIA TALCUM to Hikers, SPRINKO to Gardeners and Motorists—in fact VINOLIA always if quality, satisfaction, and value for money are desired.

Write for current bonus offers and display material to

VINOLIA Co., Ltd., BEBINGTON,
CHESHIRE.

Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand

*There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain*

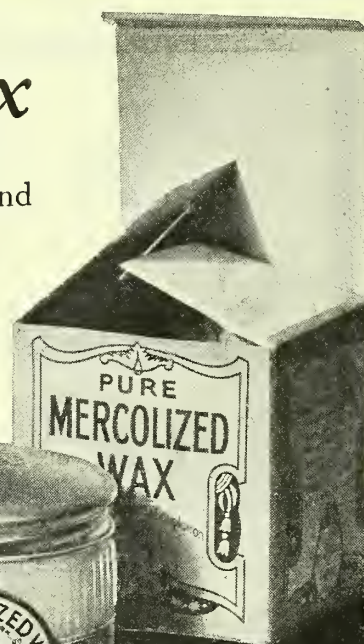
Stallax

*a Shampoo—also popular,
and shows a handsome profit*

Dearborn

(1923) Limited

37 Gray's Inn Rd. London. W.C.1.



Telephone,
Holborn. 9669

THE SUPER BADGER BRUSH CO. LTD.

Managing Director: H. LOCISE

WHOLESALE & EXPORT

SHAVING BRUSH MANUFACTURERS OF EVERY DESCRIPTION

95 Upper Clapton Road, LONDON, E.5

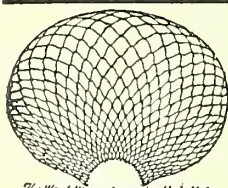
Telephone: Clissold 2707.

Telegrams: "SUBRUSCO, HACK, LONDON."

Cables: "SUBRUSCO, LONDON."

HIGHEST QUALITY — KEENEST PRICES

ENQUIRIES INVITED



The World's most popular Hair-Net

"TIDY-WEAR"

CAP SHAPE

HAIR-NETS

RETAIL 3 FOR 1/- IN POCHETTE.
WHITE or GREY DOUBLE PRICE

Stocked by your usual wholesalers



SPECIALISTS IN
TOILET
BOTTLES
WHOLESALE
ONLY

FOR BETTER BOTTLES

- better see

BARNETT

JACK L. BARNETT, LTD.

18 BASINGHALL ST., LEEDS 1 Phone: 28447

LA PARFUMERIE MODERNE

(Established 1908)

An Illustrated Monthly Review of the
Perfumery and Allied Industries

The regular publication (in English and Spanish as well as in French)
of technical and practical articles on Essential Oils and Synthetic
Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

15 rue Constant, Lyon

7 rue Chevreul, Paris (Xle)

TELEPHONE
LEYLAND 81434
TELEGRAMS
RUBBER, LEYLAND



MANUFACTURERS
OF ALL KINDS OF
RUBBER PRODUCTS

THE LEYLAND & BIRMINGHAM RUBBER CO. LTD.
LEYLAND
LANCS.

Dear Sir

May I suggest?

That the Pharnal Moulded Hot Water Bottle retaining at 2/11 and costing 24/- per dozen is worth your attention as a sound business Proposition.

The Pharnal has been a Pharmacists' line for six years and gains more adherents each year. Its popularity lies in its quality, length of life, but above all, in the square deal that the makers give the customer. A faulty bottle is changed immediately without any quibbling.

This year I can advise you of an advertising campaign to be conducted in all the leading Women's Journals, which promises a further increase in demand.

The Pharnal will sell easily, it is profitable to sell and it has the manufacturer's backing.

For further information will you send me a post-card asking for a specimen leaflet for counter use - just say "Pharnal leaflet please". It will have my immediate attention.

Yours faithfully,

G. A. Pattinson.

Manager. Surgical Sales.



OWN - NAME PACKED GOODS

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They render a PROFIT instead of a MARGIN and build up a reputation and a regular clientele. A strong PACKED-GOODS trade takes your name into the homes of your customers, and attracts to you a bigger share of all other pharmacy business, even including proprietaries.

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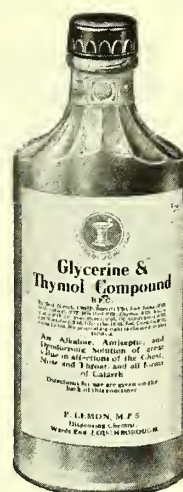
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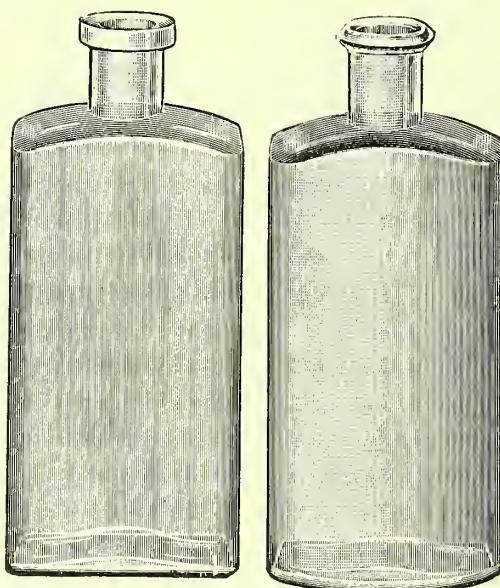
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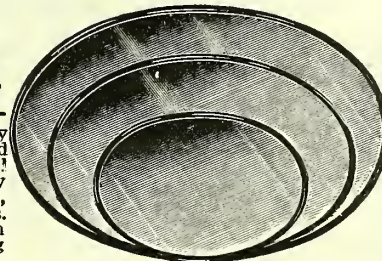
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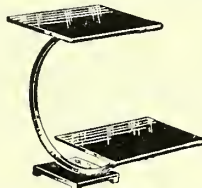
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21-in.	2/9 "	5/3 "
24-in.	3/3 "	6/- "
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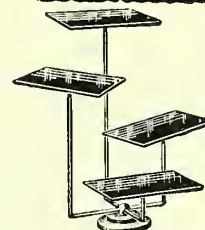
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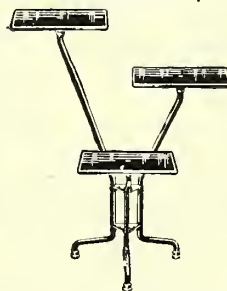


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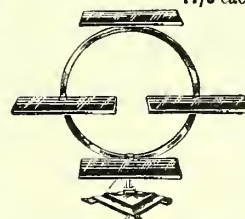


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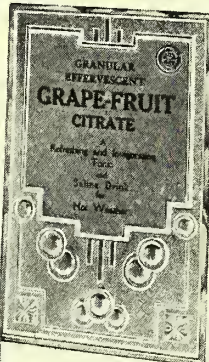
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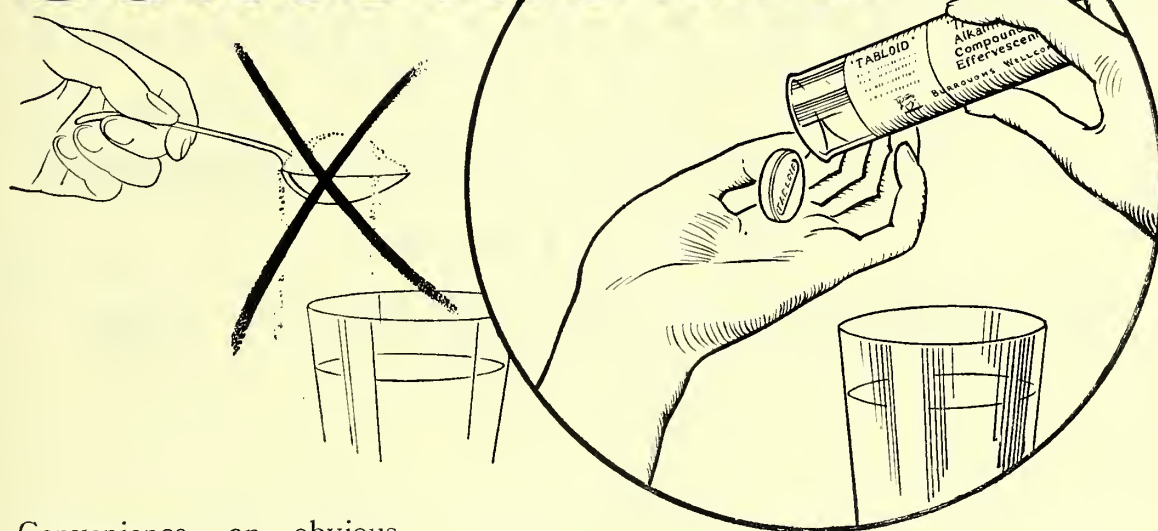
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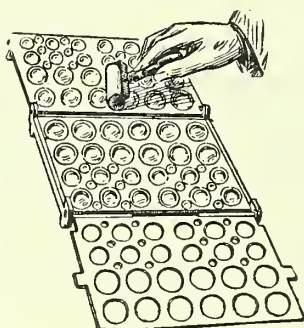
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News of the Week

Toxicity of Industrial Solvents

At the request of the Home Office, the Medical Research Council has undertaken to promote investigations into the question whether various volatile substances might injure the health of workers using them under industrial conditions. To assist and advise it, the Council has appointed the following special committee:—Sir Joseph Barcroft, F.R.S. (chairman); Mr. J. C. Bridge, F.R.C.S.Ed.; Professor A. J. Clark, M.D., F.R.S.; Mr. A. G. Green, M.Sc., F.R.S.; Professor J. A. Gunn, M.D., D.Sc.; Professor E. H. Kettle, M.D.; Dr. H. B. Morgan; Mr. J. Davidson Pratt, M.A., B.Sc., F.I.C.; Mr. D. R. Wilson; Sir David Munro, F.R.C.S.Ed. (secretary).

An Act and a Report

The Diseases of Animals Act, 1935 (C. & D., June 1, 1935, p. 657), has now received the Royal Assent, and copies are obtainable (price 3d.) from H.M. Stationery Office, Kingsway, London, W.C.2.

A comprehensive review of the factors that govern successful buying by public bodies is contained in the report, published on August 8 by H.M. Stationery Office (price 6d.), of the Committee on the Standardisation and Simplification of the Requirements of Local Authorities. The Committee, which was appointed in 1932, has issued two reports, both of them unanimous. The first report was published by H.M. Stationery Office (price 2d.) last year.

Inquests

A verdict of "Suicide while of unsound mind" was returned at a recent inquest at Chester on the body of Mrs. Lily Longdon, Frodsham, who died after taking 100 aspirin tablets.

The Southwark (London) coroner held an inquiry, on August 20, concerning the death of Betty L. Pugh, who died

after an operation. Evidence showed that convulsions followed the operation, that adrenaline was injected, and that the patient was placed in a Drinker respiration apparatus. Death occurred about five hours later. Dr. Keith Simpson, pathologist, said that certain impurities were present in the ether, indicating decomposition by exposure to light, the result of keeping the ether in a white and not a dark bottle. Convulsions were said to be due to such impurities. The coroner, recording a verdict of "Death by misadventure," found that the operation was properly performed and the anaesthetic properly administered. On the evidence given, he added, he would suggest the advisability of keeping ether in dark-coloured bottles.

Ethical Pharmaceuticals Association

Several firms representing manufacturers of preparations not advertised to the public have formed themselves into an association with the title "Ethical Pharmaceuticals Association," the chief objects of which, we learn, are to represent and conserve the interests of the members, to afford a means of exchange of views in matters of mutual concern and, in general, to act on behalf of members on all trade matters. The officers are:—Chairman, Mr. J. Flint; Vice-Chairman, Mr. A. C. Henry; Treasurer, Mr. T. F. M. Smart, O.B.E.; Secretary, Mr. J. E. Woodhead, B.Sc., F.I.C., Ph.C.; Committee, Mr. W. Beckley, Mr. A. W. Edwards, Mr. H. J. W. France, Mr. J. G. Gordon, Mr. S. C. Ritchie; Auditors, Mr. F. C. Anscombe, Mr. Francis O. Rudolph-Riddell.

The list of members is as follows:—The Anglo-French Drug Co., Ltd.; Bayer Products, Ltd.; Bengué & Co., Ltd.; British Organotherapy Co., Ltd.; Brooks & Warburton, Ltd.; Ciba, Ltd.; Coates & Cooper, Ltd.; The Hoffman-La Roche Chemical

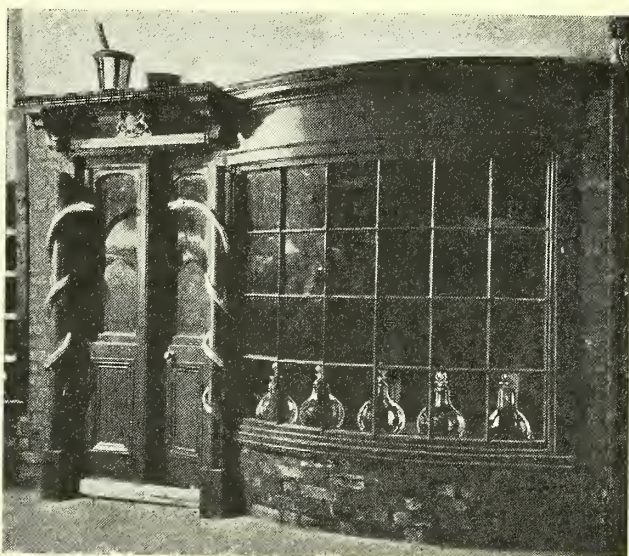
Works, Ltd.; H. R. Napp, Ltd.; Organon Laboratories; S. C. Ritchie (G. W. Carrick Co.); Francis O. Rudolph-Riddell; Sandoz Products (J. Flint); Schering, Ltd.; Wilcox, Jozeau & Co. (Foreign Chemists), Ltd.; Chas. Zimmermann & Co., Ltd.

The offices of the Association are at Coronation House, Lloyd's Avenue, London, E.C.3. Telephone: Royal 2758.

A Shop Front in a Hull Museum

The director of the Hull Municipal Museums (Mr. T. Sheppard, M.Sc.) has arranged, in what is known locally as the Wilberforce Warehouse, a collection of old shop fronts, fittings and implements representing several trades and industries. The front with which we are immediately concerned is thus described:—

"We have been exceptionally fortunate in getting the two golden serpents of Æsculapius from the doorway of an old chemist's shop at Howden. The bow window and doorway come from Ware. Over the doorway is the original quaint



mortar and pestle in wood, and also the board from a very early Hull chemist's shop. Inside is the enormous mortar in which a former Hull chemist made horse balls, and also in the shop are included leech jars, bleeding knives and cups, a large collection of old surgical instruments, and a fine series of chemists' mortars and pestles, some two or three hundred years old, in bronze, iron, marble, sandstone and wood."

It may be mentioned that Mr. Sheppard is prepared to add to his city's fine collection, which already represents about twenty old shops.

London

The Western Pharmacists' Association and West London Branch of the Pharmaceutical Society have elected the following officers for the year 1935-36:—*President and Chairman*, Mr. David T. Jones; *Vice-President and Vice-Chairman*, Mr. P. D. Goodwin; *Treasurer*, Mr. W. E. D. Shirliff; *General Secretary*, Mr. Clifford Evans; *Assistant Secretary*, Mr. W. T. Pratt; *Social Secretary*, Mr. Gwilym Thomas.

At Marylebone Police Court, on August 17, John Fisher, drug store proprietor, Melcombe Street, N.W.1, was charged with inflicting grievous bodily harm upon Marjorie Marable, an inspector of the Pharmaceutical Society. He pleaded "Not guilty." A charge of stealing a parcel containing a bottle of lysol and a packet of boracic powder was withdrawn at the suggestion of the magistrate. Mr. Edward L. G. MacManus prosecuted for the Pharmaceutical Society, and Mr. Samuel Coleman defended. Miss Marable, giving evidence, said that, acting on instructions, she went to the accused's premises on August 9 and purchased a bottle of lysol and some boracic powder from a lady assistant. She then asked to see the proprietor, and the accused came forward. She told him that she was an inspector from the Pharmaceutical Society, and before she could say more he tried to snatch the lysol from under her

arm. She tried to avoid him, and he pulled her shoulder and struggled with her. The weight of him forced her to the ground. She managed to get outside and call to her friend, and she was taken to St. Mary's Hospital in an ambulance. Dr. A. E. M. Hartley said an x-ray examination disclosed that Miss Marable had a fracture of the anterior spine of the tibia. She might, he said, have to have an operation for the removal of a fragment of bone lying loose in the joint. The accused declared that when he reached for the lysol he did not actually touch Miss Marable. He did not force her to the ground in the way she had described, and did not cause her any injury by his own hand. He was committed for trial at the London Sessions.

Miscellaneous

LEEDS V. YORK AT GOLF.—Leeds chemists met York chemists in a golf match on the Moortown Links on August 7, play resulting as follows:—

Leeds				York			
J. R. Bentley	..	..	I	T. C. Atkinson	..	..	0
F. J. Bolton	..	..	I	D. Hamilton	..	..	0
E. Buckley	..	..	0	W. Astle	..	..	I
N. Burns	..	..	I	A. Colbert	..	..	0
E. Crawford	..	..	0	O. Colbert	..	..	I
C. M. Good	..	..	I	B. Brooke	..	..	0
T. Hesselstine	..	..	I	N. Coverdale	..	..	0
N. Jackson	..	..	I	L. Dobson	..	..	0
—Jenkinson	..	..	I	J. H. Lupton	..	..	0
J. Judge	..	..	I	W. Dewhurst	..	..	0
W. F. Kemp	..	..	I	J. A. Wright	..	..	1
C. Newbould	..	..	I	L. A. Knowlson	..	..	0
T. Shooter	..	..	0	W. Hargreave	..	..	I
Dr. Thornton	..	..	I	G. H. Coverdale	..	..	0
10½				3½			

VISIT TO WORKS.—On August 14, members of the Harrow Branch of the Pharmaceutical Society visited the Ovaltine farm and factory of A. Wander, Ltd., at King's Langley. There was a good muster of members, and through the kindness of Mr. Knight, who accompanied the visitors over the factory, members were able to see the manufacture of Ovaltine rusks and the making of the tins and packing of Ovaltine.

Scottish Notes

Brevities

Many people on the Scottish coast are suffering from the stings of jelly-fish. Chemists have had a demand for relieving agents for the dermatitis caused in this manner.

A correspondent writes:—"A tour of Aberdeen reveals some fine chemists' window displays. The pharmacies, for the most part, are up-to-date, with good lighting arrangements, giving the impression that the average chemist is quite alive to the need for display."

Irish Notes

North Leinster Drug Federation

The newly formed North Leinster Drug Federation created by the Irish Drug Association to cover North Dublin and the counties of Cavan, Louth, and Monaghan, was formally inaugurated at a successful meeting held on August 15 at the Central Hotel, Drogheda. The delegation which travelled from Dublin for the occasion included Mr. T. C. Scott (president of the Irish Drug Association), Mr. P. C. Cahill, M.C.P.S.I., Mr. M. O'Rourke, and Mr. Brendan Smith (organiser). The meeting, which was most enthusiastic, was presided over by Mr. Scott, and chemists were present from Skerries, Balbriggan, Rush, Drogheda, Dundalk, Ardee, Castleblaney and other centres. The new local association now being formed, Mr. Smith explained, would cover the entire territory from North Dublin up to the border of Northern Ireland, and the membership would include practically every chemist and druggist in the area keeping open shop.

Mr. Scott outlined in detail the success which had attended the efforts of the Irish Drug Association to have chemists' lines confined to chemists. Up to date the results achieved exceeded their expectations, but much had still to be done. Some manufacturers were sitting on the fence, and it depended upon the chemists themselves to bring the present campaign to a successful issue. Within the next few weeks, Mr. Scott continued, the Irish Drug Association would issue a list of approved manu-

facturers and wholesalers, and members should see to it that they gave their fullest support to those on that list. With a strong, live organisation they could refuse to handle any line not ethically right. To refuse to handle such lines would increase their prestige with the public. The Committee would be pleased if chemists would code their prescriptions. They should charge fair standard prices and stick together.

On the motion of Mr. B. P. Hickey (Rush), seconded by Mr. J. McDonnell (Skerries), the North Dublin Chemists' Federation was dissolved. A further motion was then carried on the proposition of Mr. Hickey, seconded by Mr. Byrne (Dundalk), that the North Leinster Drug Federation be formed. Mr. Hickey was unanimously elected *Secretary* of the new Federation. In reply to Mr. P. D. Larkin (Drogheda), Mr. Smith said that at their own request the Navan chemists were left in the Westmeath Federation district. Several chemists present complained of price cutting in Dundalk, and the chairman asked that all cases should be at once reported to the Association. If a P.A.T.A. line was cut it should be reported to the P.A.T.A.

Mr. Peter P. Coffey (Dundalk) was unanimously elected *President* of the Federation, and Mr. P. D. Larkin *Vice-President*. Mr. A. Maher (Drogheda) was appointed *Treasurer*. Mr. Hickey was nominated the Federation's representative to attend quarterly meetings of the parent Association in Dublin. It was decided that all members of the Federation must be members of the I.D.A. The next meeting of the Federation was fixed to be held in Dundalk on August 29 at 7.30 p.m.

Some discussion followed upon the proposed supervision of chemists' and druggists' establishments by the civic guards, and the granting of licences for the sale of horticultural poisons to non-chemist traders in the area. The chairman pointed out that here were particular matters in which a live local association of chemists could be very effective in protecting their in-

terests. Mr. Cahill mentioned that most of the cases that came before the Pharmaceutical Society concerned chemists. He urged members of the new Federation to be vigilant and report to the registrar of the Society any cases of non-qualified people breaking the law, and action would be taken. Mr. Larkin referred to a recent article on the question of appointing qualified chemists as compounders to dispensaries in the country. He strongly approved of that article and felt that the Pharmaceutical Society should take action along the lines mentioned in it. Mr. Cahill said the Society had asked the Minister for Local Government and Public Health to receive a deputation from the Council. Mr. Hickey said as the result of action he had taken the indiscriminate issue of licences to sell horticultural poisons and sheep dips in his own district had ceased. On the motion of Mr. A. Pelisser (Drogheda), seconded by Mr. Larkin, a hearty vote of thanks to Mr. Scott, and the members of the Committee from Dublin who attended the meeting, was passed.

Brevities

At a recent meeting of the Omagh Mental Hospital Committee it was stated that the Minister for Home Affairs had written declining to sanction an increase of salary to Mr. T. J. McAdam, Ph.C., their apothecary, who after thirty years' service is paid £85 per annum. It was agreed to send a strongly worded resolution on the subject to the Minister.

The second of the series of lectures for photographic dealers and assistants arranged by the Dublin Branch of the P.D.A. was given on August 14, when Mr. Dolman, manager of the D. and P. department of Kodak, Ltd., Rathmines, gave a talk on "Films." At the close of the lecture Mr. Dolman invited a party of chemists to visit the Kodak works at Rathmines on August 21, an invitation which was cordially accepted.

Topical Reflections

By Xrayser

I Read the Letters

in the medical press upon the subject of Dr. Crossley-Holland's address at the Conference meeting at Belfast (*C. & D.*, August 17, p. 201), and I am not surprised at the tone of them. What else did we expect? Is it likely that medical men will ever agree to hand over some of their work to the pharmacist, especially when, in connection with the University of London, there is a diploma in clinical pathology obtainable only by medical men having special experience of this kind of work? Besides, will doctors ever be so busy again that they will have no time to do this work themselves? The proportion of medical men per head of the population is greater than that of pharmacists; people, for various reasons, do not consult their doctor to the same extent that they did—one reason being that in many cases they cannot afford to do so. It is no disparagement of the address to say that it reminded me of many others delivered from the Conference chair. The suggestion that the development of pharmacy in the future should be along ethical and academic rather than along practical lines was what was expected. Such speeches, admittedly delivered with earnestness and sincerity, go well with the surroundings. The presence of a Lord Mayor or chief magistrate, backed up by other notables, the dignified amenities of the building in which the meetings are usually held, the holiday spirit permeating the gathering—all tend to forgetfulness of the fact that pharmacy has a practical as well as an ethical side.

Your Comments

on the revision of the Pharmaceutical Society's requirements are very much to the point (p. 201); the object of the Qualifying examination under these, with the minimum of four years' training, is evidently to turn out a pharmacist who in probably nine cases out of ten will never get the opportunity of using the knowledge he has acquired at such an expense to himself or to his parents. He has to spend a minimum of two years (4,000 hours) in the shop, during which time he has to acquire a knowledge of shop routine and dispensing; this period

is quite insufficient for him to learn anything but the barest rudiments of what should be one of the most important subjects he will require when he has a shop of his own, a sound knowledge of modern retail business and how it is conducted. The result is that so many of the younger school of pharmacists are over-educated for the professional side of their calling, which perhaps represents 10 per cent. of the whole, and under-educated for the marketing side, which accounts for the other 90 per cent. One result is that many new businesses are opened which never would have been had the proprietors known more about the basic facts of conducting them. Cannot something be done to destroy this fetish of over-training along present-day lines, and to substitute syllabuses which, while implying a sound knowledge of pharmacy and allied sciences, would provide for the study of elementary business subjects? If a University degree can be taken to-day in commerce, there is surely nothing derogatory in including commercial subjects in the Qualifying examination, if not in the Ph.C. and B.Pharm.

My Sympathies

are entirely with chemists who undertake insurance dispensing and want a prompt settlement for the work they have done. The bigger the number of scripts dispensed the more urgent is the need for payment. Cash has to be paid out for labour; overheads have to be met; the accounts of wholesalers have to be settled. In the earlier days of the scheme we realised that the accounting was in the hands of untried people; we then had to undertake the pricing of the scripts ourselves. Those days have passed; pricing bureaux are in existence in different parts of the country where the necessary calculations can be made with mechanical aids and where the workers have ample statistics to fall back upon. I like the simplified scheme suggested by "Scribo" (p. 176). I cannot see why a payment on account could not be made within a week or two after the scripts have been sent in to the pricing office, based upon a flat rate. The final payment could be made after the scripts have been checked.

A Rebuilt London Pharmacy



EXTERIOR AND INTERIOR VIEWS OF
THE REBUILT BRANCH OF MR. P. S.
WINDWOOD AT 246 GOLDHAWK ROAD,
LONDON, W.12.



THE WORD "CHEMIST"
IS IN RED ON A GLAZED
BLACK GROUND. THE
FITTINGS HAVE BEEN
CONSTRUCTED BY
STANLEY JONES & CO.,
LTD., IN LIGHT OAK.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the
National Health Insurance Acts.

Local Reports

ENGLAND

Devon.—The first meeting of the newly elected Devon Pharmaceutical Committee was held at Exeter recently. The following officers were elected:—*Chairman*, W. A. Burnage; *Treasurer*, P. F. Rowsell; *Secretary*, F. Southerden. It was resolved, in view of increased overhead charges, to press for increased remuneration for N.H.I. dispensing.

Lincolnshire.—At a meeting of the Kesteven Insurance Committee at Grantham recently the Pharmaceutical Service Subcommittee considered a certificate issued by the analyst indicating a deficiency of 14 per cent. of magnesium carbonate in a sample of medicine obtained from a chemist. An independent analyst's report submitted by the chemist concerned showed a similar deficiency. A representative of the chemist stated that the employee who dispensed the mixture in question had made a slight error in weighing. There had

been no cause for complaint in respect of previous samples obtained from this chemist. The Subcommittee recommended that the attention of the chemist should be drawn to the error disclosed, and that no further action be taken.

Warwickshire.—The newly elected County Pharmaceutical Committee met at Leamington on August 8. Mr. Nundy was elected *Chairman* and Mr. Price *Vice-Chairman*. It was resolved to approach the Ministry as to a penalty imposed in a case of reported deficiency of sodium bicarbonate in mist. sodii salicyl. containing undissolved sodium bicarbonate. Correspondence in respect of lotio eusol. and the directions for its preparation in the N.I.F. were submitted, and its unsuitability for testing purposes was discussed. A list of prescriptions selected for testing purposes was submitted by the Insurance Committee and referred to a subcommittee. A test taken of lin. belladon. meth. showed traces of chlorophyll; this was explained as being due to immature stems in the root, and the explanation was accepted. A 28 per cent. deficiency of carbonate of iron in a sample of pil. ferri carb. was also reported, and the respondent was cautioned. Inaccuracies in mist. acid. acetosal. and in further samples of pil. ferri carb. were not corroborated by the check test, and these cases were dismissed. Fifty-four tests had been taken during the period October 1934 to August 1935, of which only five had required investigation by the subcommittee.

Legal Reports

Sunday Trading.—At Rhyl, on August 16, forty-seven shopkeepers appeared in answer to summonses under the Shops (Hours of Closing) Act, 1928, or the Sunday Observance Act, 1677. Mr. Edward Hughes, prosecuting, agreed that the Act of 1677 could not cope with the conditions of 1935. A compromise had been reached in negotiations between the chief constable and Mr. R. Brighthouse, who appeared for some of the defendants, and he asked the magistrates to agree to an adjournment of the charges *sine die*. No further action would be taken provided the defendants complied with a mutual arrangement to be agreed upon. Replying to Mr. J. P. Clews, who represented two chemists, Messrs. G. Jones and R. Garner, Mr. Hughes said it was accepted that chemists supplied necessities, but he doubted if such articles as cameras and films were necessities. The presiding magistrate adjourned all the cases *sine die*.—At Barmouth Police Court, recently, ten local tradesmen pleaded "Guilty" to several charges of Sunday trading. A fine of 5s. for each offence was imposed.

Factory and Workshops Act.—At Greenwich Sessions, recently, London Pharmacists D. & P. Service, Ltd., Nightingale Grove, S.E.13, were summoned for employing four women after 8 p.m. on two days in July. Mr. Fearnley Whittingstall defended, and pleaded "Guilty." An inspector stated that the company employed forty-five women and young persons and a number of men. On July 8 and 9 the four women in question did not finish work until an hour and a half after the time specified in the Home Office Regulations. The inspector added that in 1931 the company was fined in respect of similar offences. Despite application by the trade overtime employment was definitely forbidden by the authorities. Mr. Whittingstall said his clients were summoned under an Act passed in 1901, when the camera was a clumsy novelty. During the past thirty-four years, however, the industry had grown to terrific proportions, and to say that it was not a seasonal trade was blinding one's eyes to obvious facts. During the winter his clients lost money hand over fist, but during about two months of the year they were able to make enough money to keep the industry going. It might be said, "Employ more hands and so avoid overtime." But his clients employed sixty-six hands, and that was as many as they could get. The stipendiary magistrate imposed a fine of £8, with £1 1s. costs.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

SEROPHARM, LTD. (P.C.).—Capital £1,000. Objects: To acquire the business of an importer of biological products carried on by Edwin G. Cann at 86 Charlotte Street, W.1.

RU-MARI, LTD. (P.C.).—Capital £2,000. Objects: To acquire the business of a dealer in medicines carried on by Jas. C. D. Bustard at Appleby Lodge Hotel, Rusholme, Manchester.

E. & M. BRUCE, LTD. (P.C.). Registered in Edinburgh.—Capital £300. Objects: To acquire the business of a wholesale and retail chemist carried on by William Bruce at 138 Union Street and 5 Wellgate, Larkhall.

EXOX Co., LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of manufacturers of medicated wines now carried on by Hiram Rhodes, and also to acquire various trade marks. R.O.: 33/5, Gildart Street, Liverpool.

FOSTER INSTRUMENT Co., LTD. (P.C.).—Capital £15,000. Objects: To acquire the business of scientific instrument makers carried on by Chas. E. Foster, at Letchworth, as the Foster Instrument Co., and to carry on the business of manufacturers of and dealers in pyrometers, etc. Solicitors: Bolton & Tabor, Station Place, Letchworth.

EDWARD WORRINGHAM & Co., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of dealers in and manufac-

turers and refiners of oils, greases, fats, glycerin, chemicals and other similar and allied substances, etc. R.O. Worringham's Wharf, Blackhouse Road, Deptford, London, S.E.

CHARLES SPALTON & SONS, LTD. (P.C.).—Capital £7,500. Objects: To acquire the business of . . . maker of iodised mineral preparations for cattle, pigs and poultry, manufacturer of balanced pig and poultry meals and mash . . . now carried on by Charles Spalton. R.O.: Ashbourne Road Mills, Derby.

PULCRAMANUS PRODUCTS, LTD. (P.C.).—Capital £5,000. Objects: To acquire the goodwill and proprietary rights of the business of manufacturers of Pulcramanus products together with the trade mark "Pulcramanus," and to carry on the business of soap and cleansing material manufacturers, etc. R.O.: 5 Rowsley Grove, Reddish, Lancs.

MALLIN'S, LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of manufacturing, agricultural and general chemists, manufacturers of and wholesale and retail dealers in all kinds of sheep dips and cattle dressings, drugs, disinfectants, etc. The subscribers are: Valentine E. Kirwan, Ulster Bank Chambers, Suffolk Street, Dublin; Desmond V. Taylor, 83 Belmont Avenue, Donnybrook, Dublin.

WRIGHT, LAYMAN & UMNEY, LTD.—Special distribution of 4½ per cent. out of profits realised on sale of investments.

COMPANIES THAT MAY BE DISSOLVED.—Notice has been given in "The London Gazette" that the names of the under-mentioned companies will be struck off the register three months after July 26 and the companies dissolved unless cause is shown to the contrary:—Les Parfums Godet, Ltd.; New Pharmaceutical Products, Ltd.; Proprietary Cures (Parent) Co., Ltd.; West Kensington Drug Stores, Ltd.

STEPHEN SMITH & Co., LTD.—The report for the year ended April 30, 1935, recommends payment of a final dividend on the ordinary shares of 7½ per cent., making in all 12½ per cent. for the year, less tax. Carried forward, £6,913. Investments are now valued at £169,989. Mr. Redit Ganiford, the retiring director, is recommended for re-election. The thirty-eighth annual general meeting will be held at Winchester House, E.C.2, on Wednesday, August 28, 1935, at 11.30 a.m.

Bankruptcy Reports

Re Thomas Edward Taylor, trading as "North Trading Co.," Market Cross Chambers, Huddersfield, chemical agent. The first meeting of the creditors was held recently at the Official Receiver's Office, Bradford. The debtor had prepared a statement of affairs which showed a deficiency of £495. He said his failure was due to insufficient profits to meet overhead expenses of distributing agency, household and personal drawings, ill health and defalcations by agents.

Re Norman George Cole, 29 Granville Road, Clacton-on-Sea, formerly 21 Broomfield Road, Coventry, Warwickshire, chemist and druggist. At the public examination, held recently at Coventry, debtor said he commenced business in November 1931, with a capital of £180. In February 1934, he borrowed a further £350, part of which he had repaid. He said that in order to purchase stock in larger quantities he arranged to supply a business at Binley, near Coventry, and also started a travelling sales business. These ventures, however, were not a success, and debtor lost £100 in fifteen months. He had kept a cash takings book and duplicate sales invoice book. The examination was closed.

Re Herbert George Boyce, 28 Canwick Road, Lincoln, chemist and druggist. The public examination was held recently at the Sessions House, Lincoln. Debtor said that he went to Lincoln in January 1929, to take charge of the shop at Canwick Road on behalf of another. The proprietor gave debtor the business in 1932, and at that time he also owned the shop and house property. For working capital debtor obtained £400 by way of a mortgage, but all that money had been used in the business. His statement of affairs showed gross liabilities of £1,060 os. 10d., of which £593 2s. 10d. was expected to rank for dividend, and there were estimated assets of £260.

How I Made My Money

II—Catering for the Woman Customer

By a Retired Chemist

IN this article I propose dealing with a golden opportunity as represented by the woman customer. No doubt most of you have, on many occasions, read that women comprise about 80 per cent. of the shopping public. They purchase not only for themselves but in many cases for the whole family. Does this convey anything to your mind? If not it should do so, for it definitely proves that in modern business the aim must be to cater, and cater well, for the feminine element.

The first essential in this respect is, of course, a neat, clean and well-lighted pharmacy. Money spent in lighting is a good investment, as women are always attracted by brilliance—and nobody knows it better than the proprietors of large stores.

The second essential is the personal appearance of the chemist and his staff. Clean white coats on well-groomed individuals (male or female) cannot look anything but smart. Well-cared-for hands and a breath free from the taint of tobacco are a *sine qua non* in dealing with women; they loathe uncouth hands and, even if they are themselves smokers, object to the after-effects of tobacco. These items of personal hygiene make such a difference that a little attention in this direction is well worth consideration; but you need not take my word—ask the wife!

The next point to consider is how to attract the customer. All women love beautiful things; but, more than that, all women want to be beautiful. Here, then, is our cue. Let us have an array of the exquisite toilet and beauty aids so dear to the feminine heart.

Many chemists will no doubt say that this field is useless; that all this type of business is now in the hands of hair-dressers, drapers, stores, etc. "Why is it in their hands?" Simply because the average chemist does not cater, and never has catered, for this class of business. If a woman requires face powder, for instance, what is the use of having a meagre selection of 6d. and 1s. lines from which she must make a choice? Then there is the possibility of not having the correct shade.

Doing it Thoroughly

No! To get a share, or even more than that, to get the cream of the business you must go the "whole hog" and do the thing thoroughly. True, it means laying out money, but the surprising amount of business to be picked up will amply repay you. The profit is handsome. The handling of the products entails no bother, and from my own experience I can say that however poor the locality there is plenty of scope if handled correctly.

Remember that women of all ages will spend money on their appearance; they regard it not as a luxury but a necessity. To them, personal appearance means so much. Watch closely the working girls emerging from the factory gates. Are they dowdy and badly groomed? No, the majority are well turned out and 90 per cent. have a "permanent" wave. "Permanent" waves (which, incidentally, require redoing about every six months) cost money, but these working girls consider the process well worth the comparatively high prices charged. My own experience in branching out in good toilet and beauty preparations may act as a guide for others who intend following up this idea.

Having given the matter due consideration, I paid a visit to a well-known firm stating my requirements. I must admit that I was amazed at the suggestions put before me. I was still more amazed when informed of the retail prices of the specialities with which they proposed to "saddle" me. To the manager who interviewed me I pointed out (rather sarcastically) that my locality was to all intents and purposes working class. I stressed the point that the women could not pay such high prices.

He smiled. "They not only can, but will," said he. "You evidently don't know women, sir." I was regaled with stories,

backed up by figures in black and white, of what had been done elsewhere. I was astounded, and after further proof and discussion we came to terms.

Preparing the Ground

I was given the agency for the firm's specialities on my undertaking to place an order to the value of £75. No goods were to be delivered until my lady toilet assistant (when engaged) had received three weeks' free training from the firm's experts. This, I discovered later, was a very important matter. I had an assistant who knew from A to Z the articles she handled.

The next thing was to plan the pharmacy. I called in a local carpenter, who so rearranged the interior that a whole counter was available, and this with a few new cases and showstands made an excellent toilet department.

Incredible as it may sound, the venture was an immediate success. The women and girls "fell for" these highly priced preparations in a manner that I would never have believed possible, and in the short period of a month the department was doing a turnover of £25 a week. Six months later I was able to take on another well-known agency, and this, with the many beauty products I was now making and packing myself, was creating a veritable gold mine. In charge of the department there were now two girls, who were, by the way, given a commission over and above their salaries.

That was my experience. I made money; so can you if you do the thing well. It may sound risky, but in reality there is practically no risk at all if the following points are noted well:—

(1) Arrange the pharmacy so that an entire counter can be given up to toilet and beauty products. It is surprising how much women appreciate having a counter to which they may go without fear of encountering a male assistant. Also note the increased sales of such items as sanitary towels, etc.

(2) Lay out a good sum for your foundation stock, and start with one—not more—well-known agency. This is essential, as it gives prestige to your department. Apart from this, the agency will dress your window and supply material entirely free of charge.

(3) Whatever you do don't feature the cheap sixpenny lines. Women can buy these from sixpenny bazaars or grocers. Cultivate only the best.

(4) Whenever a woman enters your pharmacy remember that she is your customer. She is not your only woman customer, but greet her, treat her and talk to her as if she were; then you will have earned her good will and the custom not only of herself but also of the entire family.

PRAGUE INTERNATIONAL FAIR.—The management of Prague International Fair has resolved to open the next autumn session two days earlier, viz., on August 30. The Fair will end, as usual, on September 8.

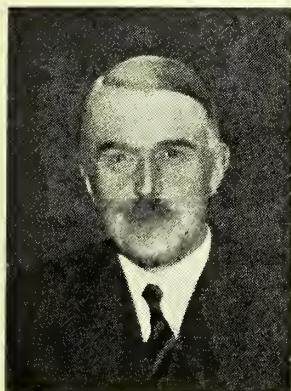
MR. FRANK GEORGE PLANT, who recently died at Ronnley, Cheshire, at the age of eighty-two, began his career as a pharmacist at Gorton, Manchester. He left pharmacy for the cotton industry, and his will was proved at £81,057 net personality.

TULIP FINGERS.—In "The British Medical Journal" of August 10, Mr. A. P. Bentwistle, F.R.C.S.Ed., describes the symptoms of a dermal irritation caused by handling tulip bulbs. An alcoholic solution of mercuric iodide, 1 in 1,000, is being applied on cotton-wool with good effect.

A NEW PUBLICATION.—No. 1 of the "Monthly Bulletin of the British Empire Chamber of Commerce," 620 Fifth Avenue, New York, has been sent to us. This publication contains many useful statistics and other data; and with it is associated "British World," a well-printed and copiously illustrated magazine designed to convey news to a wider public.

Goods Confined to Chemists

An Interview with the President of the Irish Drug Association



Mr. T. C. Scott

FOR some considerable time chemists in the Irish Free State have been conducting a campaign against "mixed trading." With a view to ascertaining the progress of this movement a representative of THE CHEMIST AND DRUGGIST recently interviewed the president of the Irish Drug Association (Mr. T. C. Scott). Asked how far the policy has been successful during the past seven months, Mr. Scott said the Association was gratified with the number of manufacturers who have agreed to their policy.

Would you mention some of the principal difficulties the Association has been faced

with during the period under review?—Our principal difficulty is with the manufacturers who are waiting to see what their competitors will do.

To what extent does the new movement represent pharmacy and drug trade interests in the Free State?—It represents the 90 per cent. of the profession who are members of our Association. A large percentage have been interviewed by our organiser and realising the seriousness of the issues at stake have signified their enthusiastic support of the Association's policy.

What are the main objections to the Association raised by some manufacturers, and your reply to those objections?—The main difficulty is the indiscriminate distribution of chemists' lines to non-chemist traders. This has been forced on different manufacturers by the action of their competitors, and by economic conditions generally. In other words, because one manufacturer does it his competitor must automatically do the same. We contend that the chemists can adequately cater for the needs of the entire public in the twenty-six counties. Quite a number of manufacturers are under the impression that we are imposing conditions on them that are not being asked of their competitors. That is not so, we are asking the same of everybody. Then some manufacturers claim that they are giving

preferential treatment to chemists over other traders, but we maintain this is not done in the interests of the chemists, but as part of a definite marketing plan to consolidate the sale of their specific goods. Other manufacturers submit that if they agreed to restrict the sale of their products to chemists and druggists they would suffer a considerable diminution in sales, but we have definite evidence that the directly opposite result has been the case. Yet other manufacturers make the case that the distribution and sale of medicinal preparations should not be confined to chemists and druggists. We submit that the special professional training of chemists and their knowledge of drugs are sufficient justification for retaining the sale of these products in skilled hands. From the manufacturers' viewpoint there is also the question of prestige.

What is the Association's attitude towards the multiple store?—We object to handling the same lines as the multiple store, and the manufacturer will eventually have to decide through which source he will distribute his products.

Do you propose to include toilet and cosmetic goods within the "chemists lines" category of confined goods?—At the moment we are giving preference to manufacturers of toilet and cosmetic lines confined solely to chemists and druggists.

Are tonic foods, baby foods, and invalid foods sold by grocers and others in the Irish Free State also included?—Yes. All the principal manufacturers have now agreed to confine their tonic, baby, and invalid foods to us.

The case has been made that there are many areas in the Free State not served by a chemist and druggist, in which certain proprietaries and food preparations must be distributed through non-chemist traders. What is the Association's reply to this contention?—We are satisfied that there is no area that is not adequately covered by a chemist or druggist.

Do you believe, as has been suggested, that pharmacy in the Free State is seriously threatened by the "mixed trading" evil?—We consider that the indiscriminate distribution of proprietary articles has become a menace, and this is primarily responsible for our present campaign.

Some interests opposed to the new movement say support for it is mainly confined to the rural areas, and that there is lack of solidarity amongst chemists in Dublin, Cork, and other large centres. What is your reply to this suggestion?—Our organiser has visited every town in the Free State, and his reports show conclusively that we have support both in the country and the cities.

Alkalosis in Peptic Ulceration

THE alkaline treatment of peptic ulceration, described by Sippy in 1915 and elaborated in a monograph by Professor Hugh MacLean of St. Thomas's Hospital in 1928, has up to the present been generally assumed to be free from risk to the patient. In a recent issue of "The Lancet," however (5389, 187), Dr. Wilfrid Oakley gives records of seven cases in which the administration of alkali in peptic ulceration was followed by serious symptoms, death occurring in three instances. The details in this monograph will, no doubt, be carefully scrutinised by experts; but in his discussion of results Dr. Oakley points out that there were certain features in common. In all the cases the onset of symptoms was preceded by several days' obstinate constipation. The author continues:—

"Apart from any direct relationship there may be between constipation and the onset of alkalosis it is possible that there may be an important indirect connection between the two. The proportion of magnesium oxide or carbonate is often increased in cases of peptic ulcer as a convenient means of correcting constipation without incurring the disadvantages of more drastic purges—a practice which was employed in two of the above cases, and one which, owing to the high alkalinity of these magnesium salts, may well determine the onset of alkalosis."

"In five of the seven cases alkali was given in powder form, while the remaining two patients received mixtures,

The importance of this distinction lies in the possibility of much larger doses of alkali being taken in the form of powder than are prescribed, because of variations in the size and degree of filling of the spoon used. This source of error has been excluded as far as possible as a causative factor in the cases described, but is one seriously to be considered and guarded against when prescribing alkaline powders to outpatients."

"In one case the daily intake [expressed in terms of grams of sodium bicarbonate] exceeded 50 gm., in two 40 gm., in two 30 gm., and in two 20 gm. While it is impossible to draw conclusions from so small a number of cases it seems possible for alkalosis to develop on relatively small doses of alkali . . ."

"The reason why alkalosis develops in some patients and not in the majority treated with equally large doses of alkali is not known, but may be due to a failure on the part of the kidneys to excrete alkalis. It is known that damaged kidneys are particularly susceptible to alterations in the hydrogen-ion concentration of the blood either towards the acid or alkaline side, the range of optimum renal function being considerably restricted."

The broad conclusion to be drawn from this important monograph is that the alkaline treatment of peptic ulceration will probably need modifications based on a more detailed study of the clinical features of each case.

Cod-Liver Oil

By John F. Ward, B.Sc., M.P.S., and H. E. F. Notton, B.Sc.

AS early as 1836 Hupfer de l'Orme detected traces of iodine in cod-liver oil and suggested this was the active agent. Despite much controversy, his theory survived until the present century, when it was shown that the medicinal value of refined oils does not run parallel to the iodine content, also the view was advanced that the highly unsaturated character of the fatty acids present in the oil rendered it particularly easy to digest. Other workers drew attention to the presence of traces of iron, manganese, and other metals in the oil. The opening of the twentieth century was marked by the conception of accessory food factors, and it was not long before the physiological activity of cod-liver oil was attributed to the presence of an agent of this type. Within a few years the presence of two distinct vitamins was indicated, namely, vitamin A, which promotes growth, and vitamin D, which is concerned in the process of bone formation. At the present time the nutritive value of cod-liver oil is regarded as secondary in importance to its value as a source of vitamins A and D. Considerable labour has accordingly been expended on the elaboration of methods for the quantitative determination of these two substances, and it speaks volumes for their elusive nature that in both cases the cumbersome and sometimes untrustworthy biological tests are still the methods of choice. Among the many reasons which may be adduced for this state of affairs are:—(a) The fundamental relationship of the biological tests to the purpose for which the oil is to be used; (b) the doubtful specificity of many of the proposed chemical and physical tests; (c) the growing belief that the properties of both vitamins A and D may be shared in greater or lesser degree by a number of chemically different, but no doubt closely related, compounds.

A Better Definition Wanted

The British Pharmacopoeia definition reads as follows:—“Cod-liver oil is the fixed oil, expressed from the fresh liver of the cod, *Gadus morrhua* Linn., and freed from solid fat by filtration at about 0°.” It should be pointed out, however, that oils from other fish of the *Gadus* family, in particular the coal fish (*Gadus virens*) have a higher vitamin value both in A and D. Other fish of this family which have similar properties both chemically and in vitamin value are the pollack (*Gadus pollachius*), ling (*Gadus molva*) and hake (*Gadus merceus*). So far back as 1840 De Jongh drew attention to the various fish-liver oils which are known in different countries as cod-liver oil. Reder (1826) mentions that the *Gadus molva* and *Gadus carbonarius* are used in Norway in the preparation of cod-liver oil. In the Lofoten Islands and the Romsdahl district in Norway, *Gadus morrhua* is practically the only member of the family available, but in many of the small villages of Norway oil from the livers of the coal fish are zealously guarded to “boost up” the oil of the *Gadus morrhua*. Moreover, the chemical and physical properties, such as the unsaponifiable matter, iodine value and refractive index, of the liver oils from the various members of this family are very similar. Hence, a more suitable definition for cod-liver oil would probably be “the liver oil obtained from various species of the *Gadus* family.” This would definitely exclude adulterations with shark oil (of high unsaponifiable value; frequently a high vitamin A value, but practically no vitamin D), herring oil (no unsaponifiable matter, no vitamin A or D), or seal oil (no unsaponifiable matter, no vitamin A or D). There is no doubt that much adulteration of cod-liver oil takes place, and it can be readily seen that a high value cod-liver oil could be so adulterated with a mixture of shark and herring oil as to defy detection by ordinary chemical analysis. Determination of the vitamin value, however, and in particular of the vitamin D, would rapidly disclose the inferiority of oils so adulterated. Cod-liver oil should remain clear at 0° C. When extracted from the livers by steaming, it contains from 5 per cent. to 20 per cent. of stearine. The medicinal oil is subjected to a temperature

of 0° C., when most of the stearine crystallises and the oil is filtered off. The colour of official cod-liver oil is stated to be pale yellow. During the last few years some buyers have insisted upon a water-white product, but generally speaking this is not advisable, as most potent oils, particularly those high in vitamin A, are pigmented, and absence of colour is usually an indication of low vitamin value. Nowadays, cod-liver oil is extracted by steaming the livers, usually by open steam. The finest oil is actually manufactured on board the trawler. This method avoids enzymic decomposition of the livers, giving an oil of practically negligible free fatty acid content. If the livers are kept for any length of time before being treated the free fatty acid in the oil materially increases. The B.P. maximum is 1.2 per cent., but the finest oils sometimes contain less than one-tenth of this amount. Generally speaking, the fishy taste of the oil increases in proportion to its acid value. The limit of unsaponifiable matter must not exceed 1.5 per cent. and the iodine value should lie between 155 and 173.

Vitamin Standardisation

The ability of many fish oils to give a transient blue or violet coloration with reagents such as sulphuric acid and phosphorus trichloride has long been known, but it is only recently that the reaction has been correlated with the presence of vitamin A (Drummond and Rosenheim, “Biochemical Journal,” 1926, 20, 497). The most suitable reagent proved to be antimony trichloride, and the quantitative modification of the test due to Carr and Price is now widely employed in the routine testing of liver oils. In the case of cod-liver oils the figures obtained are not, however, a quantitative measure of the vitamin A content owing to the presence of the so-called inhibitors, which have been shown to be associated with certain fatty acid fractions. Thus, by removing the saponifiable portion of the oil and testing the residue a higher blue value is obtained than by the direct test. The proportionate increase varies commonly between 1.163 and 2.055 times, but is sometimes even greater. The values determined on the non-saponifiable matter are proportional to the vitamin A content. In an interesting modification of the test due to Rosenthal and Erdelyi, guaiacol or pyrocatechol is added, giving a stable violet coloration which may be compared with dilute permanganate solution.

Biological Assay of Vitamin A

Although diversified in detail, most of the biological methods for the assay of vitamin A depend on observations of the rate of growth of animals on a diet, otherwise complete, in which the test substance forms the only source of the vitamin.

Great attention must be paid to the selection and previous history of the animals, and to the provision of a diet adequate to their needs as they grow. Furthermore, unless its potency is known with fair accuracy in advance, the test substance must be administered at several rates of dosage, each of which requires the use of at least ten rats. The full test is, therefore, a laborious procedure and many attempts have been made to effect its simplification. The “curve of response” method, Coward, Key, Dyer and Morgan, is based on the determination of the mean increase in weight over a period of five weeks. The potency of a test substance may then be evaluated from experiments based on a single rate of dosage (e.g., 1 or 2 mgm. of cod-liver oil per diem, provided this gives a reasonable rate of growth) by ascertaining from the curve what dosage of standard oil is necessary to elicit the same rate of growth. Other workers state that daily administration of vitamin is unnecessary, identical results being obtained by giving the same total quantity in weekly or bi-weekly doses. Sherman and Todhunter employ a method involving measurement of the effect of a single dose of the test material on the weight of fully depleted rats. The unreliability of the results sometimes

obtained in growth tests have recently been the subject of comment. It is pointed out that attainment of constant weight on a vitamin-A free diet is far from being a simple cessation of growth. Parts of the body are still growing while others are losing weight, and the primary effects of deprivation may be accompanied by a variety of secondary lesions. These play their part in determining the subsequent fate of the animal and may cause deficient growth and premature death even on a diet abundant in vitamin A. It has also been shown that by slight changes in conditions without access of vitamin, growth may be temporarily re-established in animals whose vitamin-A reserves would be commonly regarded as fully depleted. In view of these observations it would seem reasonable to regard prophylactic methods as more reliable than curative for exact growth testing. The antixerophthalmic effect has been used by some American workers for the biological estimation of vitamin A, while another test is based on the persistent appearance of keratinised epithelium in the vaginal tract of the rat, accompanying vitamin-A deficiency.

Spectrometric Determination of Vitamins A and D

Most of the vitamins and their precursors exhibit marked selective absorption in the visible or ultra-violet region. The existence of a band at 320-328 $m\mu$ in the absorption spectra of fish-liver oils was correlated by Morton and Heilbron with the vitamin A content. Subsequent trials by a large number of independent workers have established the method as one of the most reliable for the determination of what is undoubtedly the predominant if not the only constituent (Karrer's B-vitamin A) of the vitamin-A complex. Given the necessary and somewhat costly apparatus, the determination is carried out with the utmost ease and rapidity by the routine procedure of ultra-violet absorption spectrometry. With high potency cod-liver oils in cyclohexane solution a well-marked maximum is usually present at 328 $m\mu$, but when general absorption is strong the curve may show an inflection only, and in such cases it is advisable to repeat the test on the non-saponifiable fraction. The latter procedure is also advisable when deliberate falsification is suspected. The determination of vitamin D by means of an absorption band at 265 $m\mu$ has been described by Fuchs and Beck, but hitherto little attention has been directed to this method.

Bioassay of Vitamin D

In the absence of specific chemical or physical tests, direct evaluation of the power to promote or restore normal bone-formation remains the sole method for the determination of vitamin D. The rat is the official test animal, and tests may be either prophylactic or curative. The curative method (for reasons of economy) is almost invariably adopted. In the prophylactic method doses of test substance and of standard (crystalline calciferol) are administered to young rats of about 40 gm. weight for a period of three to four weeks. The percentage of ash in the defatted, dried bones of the hind legs are then determined and doses are regarded as of equal vitamin-D potency when they produce equal percentages of calcification. In the curative or line test, after the rats have been brought into a rachitic condition by administration of a suitable diet, doses of unknown and standard are given daily for about a fortnight, and the degree of healing is estimated. This is the method advocated in the B.P. More recently, however, it has been found that a single dose is equally satisfactory and the amount of healing is estimated after a period of ten days. The rachitic condition is marked by the appearance of an uncalcified cartilaginous band separating the shafts of the long bones of the leg from the heads of the bones, and evidence of healing is afforded by the appearance of a line of calcification in this region. In order to estimate the degree of healing the amount of new calcification, measured by the width of the line, must be ascertained, and for this two methods are available. (1) The whole animal or its bones are examined by x -ray photography and the results compared with a series of photographs showing every degree of healing which can be distinguished between complete rickets and perfect bone-formation. (2) The ends of the bones are treated with formaldehyde, then split longitudinally and immersed in silver nitrate solution which stains the calcified portions black. The degree of healing is obtained by ocular inspection of the blackened area in comparison with a scale of reference.

Recently attempts have been made to compare the potency of different sources of vitamin D by experiments on other animals and on children. In the latter case, owing to the complexity of the condition, the difficulty of obtaining clear-cut results is obvious, but evidence has been obtained of the superiority of the results produced by cod-liver oil to those from an equal number of "rat units" of irradiated ergosterol. More striking results have been obtained with chickens. Cod-liver oil has proved to be much more efficient than irradiated yeast or calciferol in preventing leg weakness and promoting bone formation and egg production. Similarly, a comparison of cod-liver oil with about 100 units per gram. with blue-fin tuna oil with about 40,000 units per gram. (both oils assayed on rats) showed that on the basis of their behaviour in chicks, the blue-fin tuna oil was only one-sixth as effective as the cod-liver oil. It has been suggested that antirachitic factors from different sources are not identical, and in this connection it is interesting to note that the vitamin D of butter fat is said to pass on saponification into the fatty acids, only about 10 per cent. of the total being associated with the unsaponifiable matter.

Conversion of Vitamin Units

The relative value of the various units used to describe the strengths of vitamin preparations is still a somewhat controversial matter, but the table herewith, which gives a

	Iceland	Norwegian Coast	Newfoundland
International Units ...	1,200-1,400	350-550	1,000-1,200
1 per cent. E at 328 $m\mu$ 1 cm. ...	0.86	0.29	0.74
Carr-Price Units 20 per cent. (non-sap) ...	43	14.3	37
Carr-Price Units 20 per cent. (whole oil) Vitamin A per cent....	21 0.054 per cent.	5.0 0.018	19 0.046 per cent.
Vitamin D, International ...	180	80	150
Vitamin D, Steenbock	18	8	15

comparison for three actual specimens of cod-liver oil, illustrates the type of relationship which may be expected. There is, of course, no direct relationship between the vitamin A and vitamin D contents.

Wills

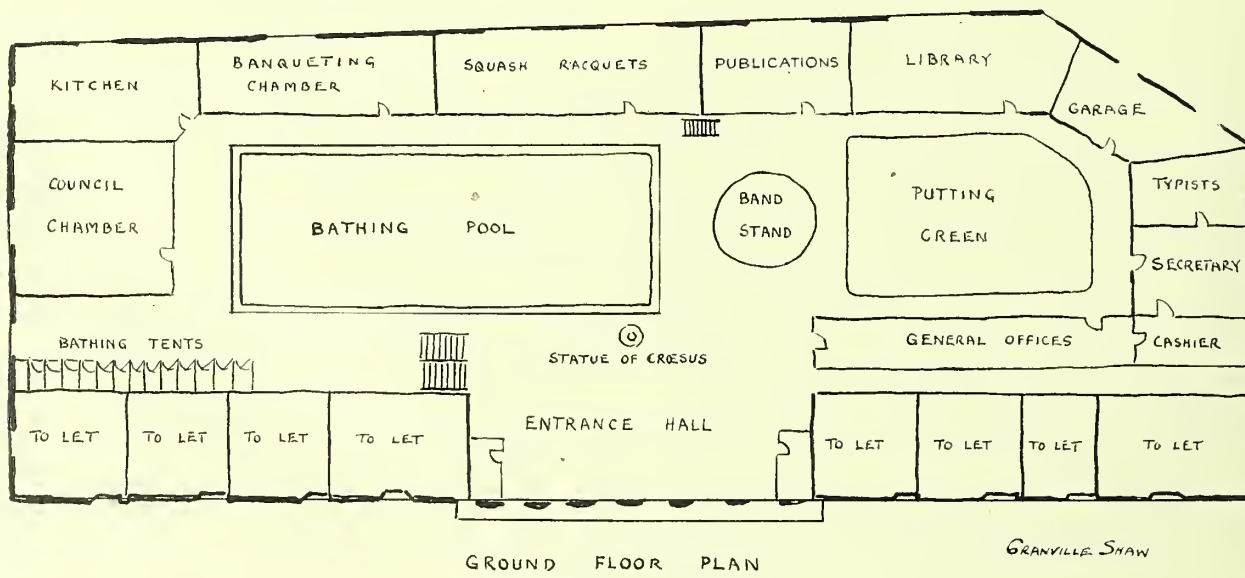
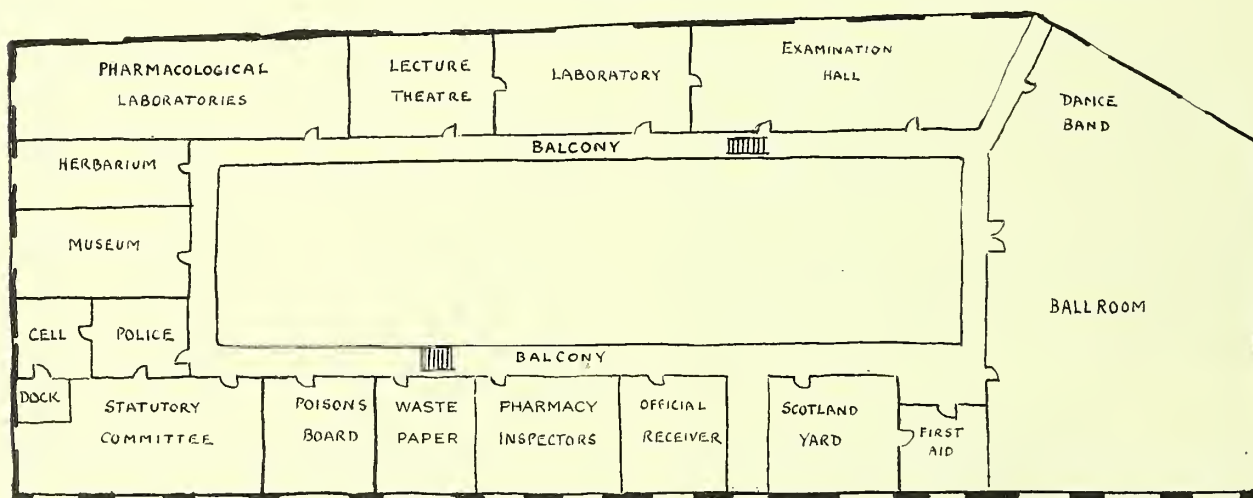
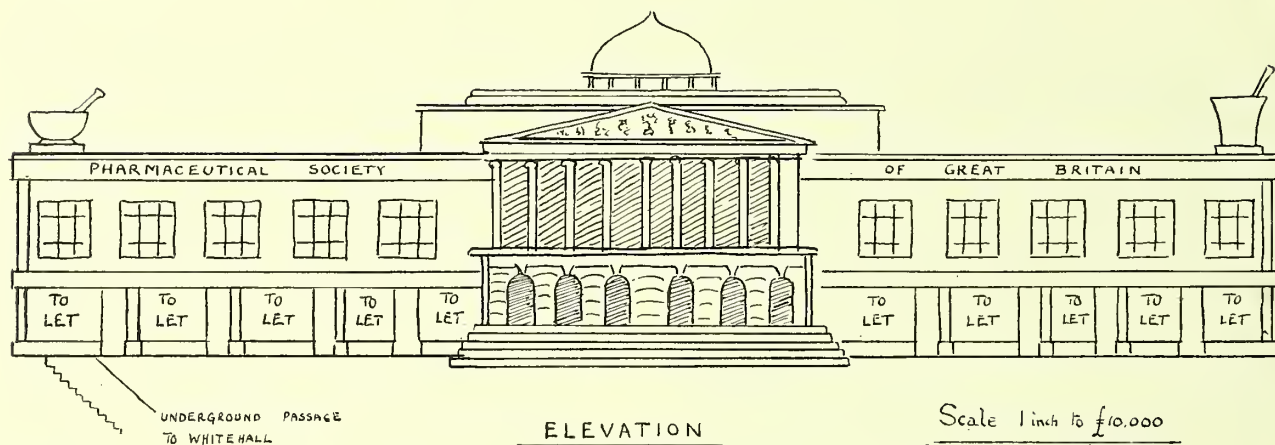
MR. EDWARD MILLHOUSE, Little Gonerby, Pelham Road, Gravesend, senior partner of Millhouse & Roberts, chemists, 20 New Road, who died on January 17 last, aged seventy-three, left £8,699, with net personalty £4,936.

MR. EDWARD WALLIS NELSON, Lynnwood, 23 Lillington Road, Leamington, chairman of George Nelson, Dale & Co., Ltd., gelatin manufacturers, Warwick, died on May 17 last, aged sixty-seven, leaving property valued £12,549, with net personalty £6,821.

MR. JOHN ANTHONY BASKER, Ashbourne, Weston-super-Mare, pharmaceutical chemist and mineral water manufacturer, who died on April 28 last, left estate of the gross value of £17,732, with net personalty £12,656. He left £50 (if not already given in his lifetime) to the Pharmaceutical Benevolent Fund.

SIR WILLIAM CUNDIFF, Greystones, Blackpool, late managing director of Baker & Co., Ltd., chemical manufacturers, a director of other companies and a former Lord Mayor of Manchester, who died on February 19, aged seventy-three, left estate of the gross value of £202,031, with net personalty £178,410. He left several bequests to employees of Baker & Co. if in the service of the company at his death and not under notice.

An Artist's Dream



Queer Customers

By Northern Scot

PROBABLY no business is more prolific of queer customers than that of a chemist and druggist. This is not surprising when one realises that, by a very large section of the community, the chemist is looked upon as a guide, philosopher and friend. Anyone gifted with a sense of humour never lacks variety and entertainment in the daily routine. I had not been long in business when my first queer caller made his appearance. This gentleman, a casual customer, intimated that he was owing a lady £10, and as she was going abroad he would like to repay it. He thought I was the only one he would care to ask for the money, and so he had come to me first. Politely but emphatically I enlightened him on the fact that the business of a chemist and druggist was far removed from that of a moneylender. In contrast, I may mention another customer, a lady, who, when going from home, frequently asked me to keep bank notes for her in case she might lose them.

For sheer stupidity her next-door neighbour would be hard to beat. This lady rushed into my pharmacy one day, in great excitement, and asked me to go into her house and fire off a six-chambered revolver. Such a request necessarily required some explanation, and this is the story. The family, except the husband, were on holiday. The husband, as a precaution against burglars, kept the revolver in readiness. Unknown to the husband, his wife and a lady friend returned home for a few hours. Seeing the revolver the wife took it up; not realising it was loaded she pointed it at her friend, pulled the trigger, and bang it went. The bullet fortunately missed the lady and lodged in the wall. Then it was the wife rushed to her chemist and made the queer request. Not knowing much about revolvers, and not wishing to be implicated in any sensation, I suggested getting someone who could unload or fix the safety catch, but this she would not agree to. So I advised her to leave a note telling her husband of the affair, as she was leaving before his arrival home. I also advised her to tell him to put the revolver in a safe place. On her way to the station she dropped in to tell me, as she put it, that everything was O.K. as she had hidden the revolver in the oven! Eventually she went back on my advice, left it where she had found it and left a note for her husband; all ended happily.

Strange Fads

For curious facts there is none to excel the homœopath. One such lady would not put camphor ice on her hands because it would interfere with the action of her medicine. She would not suck a liquorice and menthol pellet, because menthol caused bleeding of the nose. Yet all her dealings in homœopathy were with a quack, of whom she would say, "He is divinely attuned." It is a relief to turn from her to a lady who claimed descent from Prince Charlie, and was never tired of exhibiting jewellery, pistols and swords sufficient to have rigged out a dozen princes. One gentleman made a practice of buying a plaster and then asking me to stick it on his back, as he had not time to go home. This service, of course, was rendered gratis. Not long ago a lady made one or two purchases and then asked if I knew anything about taking out glass eyes. I confessed I did not. She said she could take her own one out with the handle of a teaspoon, but her hand was too shaky. Sensing an unwanted operation, I advised her to go to her doctor; but as this meant payment she declined, and was determined to get me to do it—gratis, of course. She told me it had not been cleaned for several months, and this strengthened my determination not to touch it. I explained that I was neither a doctor nor an ophthalmic surgeon. "You have letters to your name," said she, still determined that the dispenser of gratis services should dispense a little more. Then I gave her a little information on all that M.P.S. stood for, but alas for my publicity campaign! She snapped out, "Some folk micht as weel put A.B.C. to their names," and slammed the door.

Here is the story of another unconscious humorist. A tramp walked into my pharmacy and asked for a gill of methylated spirit, very obviously to drink. I solemnly in-

formed him that I did not keep it. "Dae ye no," said he, and walked to the door; then he came back and as solemnly said, "Mister, yer a d—d liar." The subtle humour of the Scot is well exemplified in the following. A working man sat waiting his turn during a busy period. While he waited he coughed incessantly like an active volcano. When his turn came he rose, walked to the counter and with the expression of a stoic said, "Did ye hear me hoastin?" The timid and nervous customer is always with us. A lady suffering from cardiac fibrillations got a prescription containing digitalis, and her doctor told her it would slow down the heart's action. It did her much good but she would not have it repeated, as she was afraid it would stop her heart altogether. Most chemists are afflicted with the type of customer who knows everything. My Mr. Knowall stepped in one day and asked for iodoform. When he saw it he shook his head, superciliously smiled, and informed me that iodoform was white, not yellow. With the wisdom born of experience in handling this very intellectual being, I bore with him, and gently suggested that, after all, I ought to know. He agreed, but inferred that I didn't. Eventually I suggested that what he really wanted was a dusting powder with boric acid and a trace of iodoform, which would be practically white. This proved to be correct, but he would not admit his mistake. He is still a regular customer.

Superlative Thrift

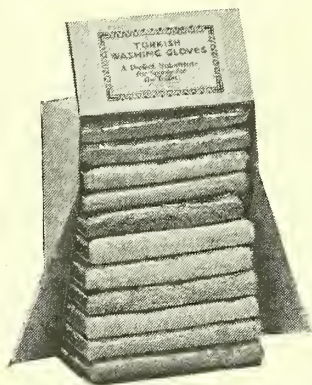
Here is one worthy of Aberdeen. A lady brought me a breast reliever to have a new tube fixed. It was in a hopeless condition. She told me it was for her daughter's use, and that she, a grandmama, had used it herself twenty odd years previously. I managed to sell a new one after a little persuasion. On one occasion I sold with other articles a clinical thermometer to a gentleman. He returned with it broken, and thought I ought to give him a new one. But this I declined to do, as it was all right when sold. "What did you do with it?" I asked. Then he told me that, as he could not get the mercury to rise, he put the thermometer in a gas flame. I need scarcely explain that this man was a plumber. It is strange how averse people are to accepting responsibility for breaking a thermometer. Asking for the use of the telephone, a rather officious gentleman, some years ago, declined my assistance in getting his number: he knew all about it. I left him to his own resources and eventually found him shouting for his number with the receiver still hanging up.

Recently a man called bearing in his hand his artificial plate and from his pocket produced a tooth. "What could you do with that?" he asked. "Take it to the dentist," I said. He thought the chemist could repair it, but was content to go to the dentist. Every now and then one gets the customer who wants detailed advice regarding some preparation and eventually does not take it. There is also the lady who comes to make a small purchase and ends by giving one her family history for the hundredth time. I must not forget to mention among my queer customers a pseudo-herbalist. This man, with an unkempt appearance and strange manner, might readily frighten anyone who did not know him. But although uneducated in the light of our idea of modern education, he nevertheless possesses a wonderful knowledge of the vegetable kingdom. Nothing pleases him better than to lay down a specimen for recognition and to find he has stumped me. Occasionally I turn the tables on him. When thus stumped, he inquires the name of the plant and volunteers the information, rightly or wrongly, that whatever it is "It disna contain ony pision." When not sure of a specimen he has himself collected, he always declares "It's like dog murkury." I have known him to send specimens to some of the most distinguished botanists in the country, asking for information, and his zeal has always been rewarded.

A SHOCK TREATMENT?—Written on the order paper were the words "2d. veticiable electrick pills." The chemist supplied vegetable laxative tablets.

Trade Notes

CLOSED FOR OUTING.—Proprietary Agencies, Ltd., 179 Acton Vale, London, W.3, inform us that their premises will be closed on Saturday, September 7, the date of the staff outing.



BATH GLOVES.—Solport Brothers, Ltd., 184 Goswell Road, London, E.C.1, have issued a new range of show boxes containing bath gloves in different colours. They remind us that bath gloves were usually sold in pairs, and this new range has been introduced to revive interest in this class of goods, since a washing glove is considered to be more practical in use than a square. Each glove is packed in cellophane.

PHARGENE, LTD., Pollen House, Cork Street, London, W.1, have been appointed agents for the products of Laboratoire de Pharmacologie Generale.

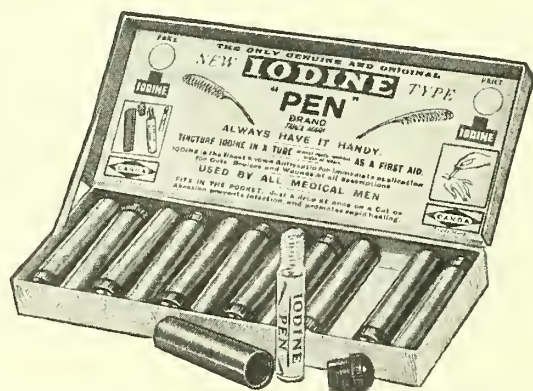
CLOSED FOR STOCKTAKING.—Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, announce that their warehouses will be closed on Saturday, August 31, for the purpose of stocktaking. Only emergency orders can be executed on that day.

LAUREL BLADES.—G. H. Lawrence, Ltd., Laurel Works, Nursery Street, Sheffield, 3, have introduced a design of Laurel blade which fits any type of three-peg razor. It is claimed that the steel used is of the quality necessary for satisfactory use with safety razors. Laurel blades are packed in coloured wrappers and cartons.

DROPPING BOTTLE.—The International Bottle Co., Ltd., 48 Fore Street, London, E.C.2, have introduced a dropping bottle which is intended for oily liquids or any fluid preparations where exact dosage by dropping is required. The bottle is supplied in seven capacities from 5 gm. to 50 gm. Sample bottles and prices are obtainable on application.

ELASTOPLAST.—T. J. Smith & Nephew, Ltd., Neptune Street, Hull, have sent us a copy of their "Elastoplast Technique," which they have just published. They inform us that altogether about 30,000 copies have been distributed to the medical profession. The book is bound in stiff boards and is profusely illustrated. The many indications for the use of "Elastoplast," it is claimed, are the result of extensive trial in medical practice. The information is arranged in alphabetical order.

IODINE AND MOSQUITO PENS.—Clay & Abraham, Ltd., 87 Bold Street, Liverpool, 1, have brought out a new type of



iodine and mosquito pen. These products are issued in bakelite containers and they are convenient to use and easily portable.

SEASONABLE SALES TIPS form the subject of an announcement in this issue by Vinolia Co., Ltd., Bebington, Cheshire.

THE DUBARRY PERFUMERY CO., LTD., Hove, on another page of this issue, give a list of places and dates where they are to hold special displays of perfumery products during September.

PHARMAL HOT WATER BOTTLES.—The Leyland & Birmingham Rubber Co., Ltd., Leyland, Lancs, in a letter to chemists, printed elsewhere in this issue, give some interesting details regarding their Pharmal moulded hot water bottles.

MANDELIC ACID OUTFIT.—The British Drug Houses, Ltd., Graham Street, City Road, London, N.1, have published a brochure on the use of mandelic acid in the treatment of urinary infections. To facilitate successful treatment they have issued an outfit which contains fourteen days' supply in tablet form ready for administration together with capsules of ammonium chloride to control the pH of urine, etc. This outfit has been introduced for the convenience of general practitioners, although its simplicity enables it to be used by the patient under the supervision of the physician.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," July 31, 1935.)

- "LANEDAL"; for cosmetics (48). By H. Th. Böhme A.-G., 29 Moritzstrasse, Chemnitz, Saxony, Germany. 556,112.
- "SMILEX"; for preparations for cleaning artificial teeth (48). By H. W. Hooper, 38 Wyndham Road, Salisbury. 557,246.
- "SILVERGLIDE"; for shaving cream (48). By Fairy Dyes, Ltd., 57 Trossachs Street, Glasgow, N.W. 560,269.
- "KISTANA" and "TAN-KIS"; for perfumery, etc. (48). By Topax, Ltd., Otley Road, Shipley, Yorks. 561,030/031. (Associated.)

(From "The Trade Marks Journal," August 7, 1935.)

- "CERICLOR"; for chemicals (1). By Imperial Chemical Industries, Ltd., Millbank, London, S.W.1. 560,442.
- "McKINTOL"; for chemicals (2) and for perfumery, etc. (48). By Wigglesworth, Ltd., Peel Mills, Church Street, Westhoughton, Lancs. 561,092/093. (Associated.)
- "THURIDIN"; for chemicals (2). By British Dyestuffs Corporation, Ltd., Imperial Chemical House, Millbank, London, S.W.1. 558,699. (Associated.)
- "CEOLITE"; for disinfectant soaps and fluids (2). By W. Clements, 14B Duncrue Street, Belfast. 560,276.
- "NOVALGIN"; for an analgesic medicine (3). By Bayer Products, Ltd., 31 to 34 Basinghall Street, London, E.C.2. B 554,692.
- "PRAEQUINE"; for preparations of quinine (3). By May & Baker, Ltd., 42/43 St. Paul's Churchyard, London, E.C.4. 559,516. (Associated.)
- "LION"; for ointment and pills (3). By E. Burgess, Ltd., 59 Gray's Inn Road, W.C.1. 560,113. (Associated.)
- "ASPERGUM"; for medicinal chemicals (3). By White's Laboratories, Ltd., Thames House, Millbank, London, S.W.1. 560,348.
- "BLUE LION FOX NUTS"; for pills not being laxative (3). By Shadforth Prescription Service, Ltd., 63 Grove Road, Bow, London, E.3. 560,416. (Associated.)
- "APPETONIC"; for medicinal chemicals (3). By W. G. Kelnack, 83 Thornton Road, Thornton Heath, Surrey. 560,968. (Associated.)
- "DYNODIS"; for medicines in tablet form (3). By The "Red Band" Chemical Co., Ltd., 15A Richmond Terrace, Edinburgh. 560,633.
- "KOMBEIN"; for medicinal chemicals (3). By C. F. Boehringer & Soehne, G.m.b.H., Sandhofstrasse 112 to 132, Mannheim-Waldhof, Germany. 561,289. (Associated.)
- "JANEHO"; for all goods (3). By J. Corselis, 2 Place de Brouckère, Brussels. 561,082.
- "CIBUTIS"; for medicinal chemicals (3) and for cosmetics and skin creams (48). By Böhme Fettchemie, G.m.b.H., Moritzstrasse 25-33, Chemnitz, Germany. 561,390/392. (Associated.)
- "VERILUX"; for photographic apparatus (8). By J. Tuddenham, 5 Wexham Road, Slough. 561,297.
- "ROCAILLE"; for perfumery, etc. (48). By E. Daltroff & Cie, 10 rue de la Paix, Paris. 559,995.

Births

Notices for insertion in this column must be properly authenticated.

BENNETT.—At Mrs. Randall's Nursing Home, Bedford Hill, London, S.W.12, on August 20, Jessie (*née* Monaghan), the wife of T. Leslie Bennett, 79 Maycross Avenue, Morden, Surrey, of a daughter.

BROCKLEHURST.—On August 15, the wife of E. A. Brocklehurst, M.P.S. (Netty Taylor, M.P.S.), "Morven," New Road, Willerby, Hull, of a daughter.

GEDDES.—At Redlands, Glasgow, on August 11, the wife of Robert Geddes, chemist and druggist, of a son.

Marriages

FOSTER—NORMAN.—At St. Peter's Church, Fulham, London, S.W., on July 27, Hubert William Morgan Foster, chemist and druggist, to Greta Norman.

HALSTEAD—CRAWSHAW.—At St. Mary's Church, Penwortham, on August 19, Fred Halstead, chemist and druggist, to Marjorie Crawshaw.

KENT—JONES.—At Pennard Church, Glamorganshire, on July 27, Cecil Aubrey Kent, chemist and druggist, to Ray Jones.

SALT—COOPER.—At the Parish Church, Edensor, Derbyshire, on August 4, G. H. Salt, chemist and druggist, to Winnie Cooper.

SUTHERLAND—SMART.—At the Huntly Hotel, Huntly, on August 6, John Sutherland, chemist and druggist, to Lexie Smart.

TARRY—BURGESS.—At Holy Trinity Church, Barnes, London, S.W., on August 18, John B. C. Tarry, F.S.M.C., son of Mr. W. Clarence Tarry, M.P.S., Fulham Palace Road, W.6, to Isna Burgess.

WILSON—BRAZELL.—At Regent Square Presbyterian Church, London, W.C.1, on July 20, James Kerr Wilson, M.P.S., Blairgowrie, Perthshire, to Elaine Iris, daughter of Mr. A. Brazell, 282 Lymington Avenue, N.22.

Deaths

CADBURY.—At Beaconwood, Rednal, Birmingham, on August 14, Edith Caroline, wife of Mr. George Cadbury (Cadbury Brothers, Ltd., Bournville), aged fifty-nine.

CHEETHAM.—On August 11, drowned while bathing, Mr. Cecil Lindsay Cheetham, chemist and druggist, Easton, Portland, aged forty-six.

CHISHOLM.—At Millport, on August 14, Mr. James Oliver Chisholm, Ph.C., 42 Woodlands Road, Glasgow, aged thirty-nine.

HILEY.—At 121 West Parade, Lincoln, on August 9, Mr. Charles William Hiley, chemist and druggist, aged twenty-five.

LEWIS.—On August 15, after three weeks' illness, Mr. John Rees Lewis, chemist and druggist, Medical Hall, Ynyshir, Glamorganshire, on his fifty-fifth birthday. A native of Tregaron, he was educated at Llandovery College and qualified in 1903. After a period in London, he opened business in Ynyshir in 1905. Mr. Lewis was one of the founders of the Pontypridd and Rhondda Chemists' Association, and a member of the Glamorgan Pharmaceutical Committee. He was the first chairman of the Ynyshir Cymmrodorian Society. The funeral took place on August 19 at Mardy. Among the large number who assembled to pay tribute were Mr. Oswald Davies (Pontypridd) and Mr. W. Parry Williams (Bargoed), representing the Glamorgan Pharmaceutical Committee; Mr. Lewis (Mardy) and Mr. Trevor Davies (Ferndale), representing the Pontypridd and Rhondda Branch of the Pharmaceutical Society.

MURRAY.—At Geanies Fearn, Ross-shire, on August 8, Mr. Kenneth Sutherland Murray, honorary life governor of the British Oxygen Co., Ltd., aged seventy-three. Mr. Murray joined the staff of Brin's Oxygen Co. in 1886, and after two years' research evolved an improved process for the manufacture of oxygen. Brin's Oxygen Co. eventually became the British Oxygen Co., Ltd., in which company Mr. Murray's brilliant scientific ability was recognised by his eventual appointment as chairman and managing director. Although he retired from these two offices in December 1933, he continued to interest himself in his company's welfare to the end.

ROBINSON.—Recently, Colonel Ernest Robinson, a director of Scott & Turner, Ltd., manufacturing chemists, Newcastle-upon-Tyne.

SARSON.—At his residence, on August 12, Mr. Fred Sarson, chemist and druggist (Sarson & Son, Ltd., 2 Palace Avenue, Paignton), aged sixty-six. Mr. Sarson was member of Paignton Urban District Council from 1907 to 1911, and its chairman for a term. Ill health caused his withdrawal from public activities. He was a Freemason, a member of the Rotary Club and a director of various local companies. Mr. Sarson leaves two sons and two daughters.

STEVENSON.—At Bournemouth, recently, Mr. F. Primrose Stevenson, a former chairman of the Press Gallery Committee in the House of Commons, aged sixty-eight. Mr. Stevenson supplied excellent reports of proceedings in Parliament and in Parliamentary Committees to THE CHEMIST AND DRUGGIST for a long period.

Personalities

COUNCILLOR FRED, C. ASHFORD, M.P.S., Northampton, has been appointed a justice of the peace for the borough.

MR. K. C. ALLEN (Stafford Allen & Sons, Ltd., London, E.C.2) is leaving this week for a business trip in Canada and the United States.

MR. B. WEBSTER has retired from the managing directorship of Ascotts Pharmacies (1933), Ltd. His permanent address is the Portland Hotel, Portland Road, Finsbury Park, London, N.4.

SIR GEORGE CHRYSIAL, who has been Secretary to the Ministry of Pensions since 1919, has been appointed Permanent Secretary to the Ministry of Health in succession to Sir Arthur Robinson.

DR. RICHARD ARTHUR MOGG, son of Mr. A. T. Mogg, M.P.S., Cardiff, who recently obtained his final qualifications in medicine, is the first student in the history of the Cardiff Medical School to obtain silver and gold medals with distinctions in medicine and surgery, midwifery and gynaecology. He studied at the University College, Cardiff, and in his first year gained the Dr. Price prize. In his second year he was awarded the Alfred Sheen prize in anatomy and physiology, and the following year obtained his B.Sc. Wales. During his hospital career he obtained a distinction in midwifery and gynaecology, sharing the John Maclean prize in this subject. In the final examinations he obtained distinction, and was awarded the gold medal in medicine and surgery (Willie Seager prizes).

Business Changes

MR. E. LLOYD EVANS, chemist and druggist, has opened a business at 3 Castle Buildings, Deganwy, N. Wales.

BOOTS, LTD., have acquired the premises and business of the late Mr. Adam Gilchrist, chemist and druggist, 32 to 36 Duke Street, Huntly, Aberdeenshire.

WILLIAM RANKIN & SONS, cork merchants and manufacturers, 24 and 25 Bermondsey Square, London, S.E.1, and 60 Carlton Place, Glasgow, have acquired the business of Benito Remus & Co., Ltd., cork merchants and manufacturers, 16 Queen Charlotte Street, Bristol.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

- | | |
|---------------------------------|----------------------------------------------------|
| A/16. Astrobol | B/16. Koolen lemon squash |
| M/16. Borosox socks | A/22. Neo-argentum |
| B/20. Crexina tablets | B/15. Neo-Henna in various colours (London source) |
| S/15. Dr. de Vab teething syrup | E/20. Night in Vienna cream (day use) |
| B/22. Dysurenol cachets | B/22. Pugh's worm mixture |
| R/21. Frigisan | E/20. Stalmin tablets |
| M/16. Kola Café Essence | |

THE CHEMIST AND DRUGGIST

VOL. CXXIII.

August 24, 1935

NO. 2898

Trade Outlook Promising

THE Trade and Navigation Accounts of the United Kingdom for July and the first seven months give further evidence of the continued progress in our international trade. The figures given in the first table of the inwards and outwards traffic in all classes of merchandise are the best recorded for over three years; in the last two years our exports, including re-exports, have increased by over seven million pounds in value and our imports by nearly eight million. A perusal of the details of arrivals, however, indicates that, while the landings of raw materials and semi-raw materials unobtainable in this country have increased very substantially, the value of highly manufactured articles have decreased to some fair extent. The debit balance, which is still over the twenty-million mark for the month, is perhaps the one aspect that is not entirely satisfactory in our world-trade activities.

All Classes of Merchandise	Imports	U.K. Goods Exported	Total Exports, including Re-exports
	£	£	£
July, 1935	61,824,608	36,443,449	40,404,645
" 1934	58,027,924	33,229,621	37,358,340
" 1933	53,714,758	29,947,351	34,271,070
Jan.-July, 1935	420,505,212	242,873,706	275,462,128
" " 1934	419,872,173	223,048,967	256,184,839
" " 1933	373,800,280	205,228,076	234,739,954

In the class "Chemicals, Drugs, Dyes and Colours," we find a big drop in the value of imports during July. Exports of our own manufacture continue to expand, the figures for July being the best for some years, and the total for the January-July period of this year is only a little short of double the value of imports of similar products, which, with re-exports, give a credit balance of nearly six million pounds. It is of interest to note that our re-exports of the chemicals group reached the £50,000 mark during July, an increase of £13,000 on the previous month. The value of our entrepôt trade would, no doubt, be very much greater if favourable conditions prevailed for re-packing "in bond" or if "drawback" was allowed on goods liable to the general *ad valorem* duty.

Chemicals, Drugs, Dyes and Colours	July			January-July		
	1933	1934	1935	1933	1934	1935
Imports	£'000 920	£'000 909	£'000 778	£'000 5,357	£'000 6,544	£'000 6,372
Exports, U.K. manufacture	1,447	1,552	1,715	10,515	11,288	11,754
Re-exports	44	37	50	926	612	345

In a report issued in this week's "Board of Trade Journal" production in this country in the Chemicals, Oils, etc., group for the quarter ended June 30, 1935, was 108.6 compared with 104.6 a year ago and 100 per cent. for the whole year 1930.

The detailed returns show that Germany is still the predominant factor in our imports of chemicals and allied products, with a total for July of £308,000 (about 40 per cent. of our total imports), compared with £340,000 in the same month of 1934. Imports from the Empire countries total approximately £99,000 for July, of which nearly half was shipped from Canada. Of other foreign countries the arrivals for July show a general decline in value, with France represented by £59,000, Switzerland by £58,700, Italy by £27,000, United States by £153,000, Norway by £30,000, and Sweden by £13,000. It will be noted that out of a total of approximately £778,000 Germany and the United States sent us goods valued at over £461,000.

The brief particulars given of the destinations of our shipments outwards to the Empire make fairly satisfactory reading. In July this year Canada's total amounted to £127,600, against £89,400 a year ago. Australia took £143,800 in July this year, compared with £150,000 in the same month of 1934. New Zealand's figures for last month were £64,000, against £48,000 in July 1934. India also took more of our chemicals, etc., with £222,000, compared with £184,500 for July 1934. Our shipments during the month to South Africa only reached £132,000, against £184,500 twelve months ago. The total of our shipments to all parts of the Empire during July amounted to slightly in excess of one million pounds, compared with about £875,000 in July, 1934. Our shipments to foreign countries for the month of July included the following: Sweden, £37,000; Norway, £23,000; Germany, £14,700; Netherlands, £28,000; Belgium, £23,400; France, £80,000; Spain, £55,000; Italy, £10,000; China, £31,000; Japan, £25,000; United States, £48,000; Argentina, £59,451. In round figures the position may be summarised by stating that the Empire is taking about four-sevenths of our exports with the balance destined to foreign countries, which compares favourably with the figures relative to our total shipments of all classes of merchandise, 53.57 per cent. of which went to foreign countries and 46.43 per cent. to British countries overseas during the three months ended June 30, 1935.

Opium Committee's Report

THE latest report of the League of Nations Advisory Committee on Traffic in Opium and Other Dangerous Drugs, covering the work of its twentieth session, has been issued in the English version (price 1s. 6d.) by Allen & Unwin, Ltd. The subject-matter of the report is, as usual, mainly statistical, and includes voluminous details of seizures of forbidden cargo. One of these consignments comprised 21,000 "anti-asthma" cigarettes consisting, the report states, of crushed poppy heads with a morphine content of 0.137 per cent. We notice that the convention for limiting the manufacture and regulating the distribution of narcotic drugs, which was drawn up in 1931, has been ratified or acceded to by fifty-four countries. The attempt to standardise methods of determining the morphine content of raw opium, referred to on a previous occasion, seems to have made very little progress. We are now told that the Committee took note of a document containing the replies of various Governments to a circular letter on the subject dated May 17, 1934, and that the committee of experts appointed some time ago intends to resume its study of the whole question. The only other matter of general interest to our readers in the report is a set of figures showing a marked decrease in importations of morphine and heroin into Canada during the years 1919-34 inclusive, and an equally marked increase in importations of codeine into the same country. Thus, whereas in 1921 the quantity of morphine and heroin imported (the items are not separated) amounted to 12,214 oz. and that of codeine to 3,681 oz., the respective quantities in 1934 were 5,476 oz. and 28,915 oz. An experimental system of control has been introduced by the Canadian Department of Health.

Impressions from England

By Max Irgang and Svend Nielsen

Passages translated from a reprint of articles appearing in five issues of the "Farmaceutisk Tidende" in 1934 and one in 1935

WHILE we were on our student journey in England the thought came to us that an account of the general conditions in the pharmaceutical profession in England might be of interest. This was the origin of the present little work, which does not claim to be a detailed account.

In judging English pharmacy it is essential that it should be clear from the outset that it differs very widely from Danish; this may be said to be due to the very dissimilar foundations on which the two nations have built. Whereas Danish chemists are authorised dealers in *medicines*, the English chemists are authorised dealers in *poisons*, and this is a very different thing, the importance of which can best be illustrated by an example. A Danish merchant can be punished if he sells camphor drops or syrup of figs, because by doing so he violates the rights of the chemists. An English merchant can be punished if he sells solution of ammonia stronger than 5 per cent. . . . because this is an article which is on Poisons List II, while he can sell camphor drops, syrup of figs and any medicine in their original packing as long as he is not infringing the regulations governing poisons.

Yet in order to have the right to sell poisons, a merchant must have both himself and his shop registered. Further, if he desires that one of his staff shall be able to serve customers with poisons, this assistant must obtain a special permit, since the right to sell poisons is strictly personal. A fee is payable for registration, as well as a yearly fee for the permit (like the brandy permit with us). The fee is used, among other things, to meet the expenses of inspection. When we go further into this matter, it would appear that our own arrangements are planned on the English model, but we have not yet included the latest improvements. A suitable yearly fee would certainly prevent poisons from reaching the hands of each and every dealer who desires to sell them, as also the supervision of the preservation and delivery of poisons would undoubtedly be of value. (No doubt many who realise how the present arrangements are enforced have wondered that there have not been many more "recorded" cases of poisoning.)

The Act of 1933

The new Pharmacy and Poisons Act of 1933 only regulates certain conditions, and deals mostly with the moving about of the substances between the two lists published under the poison laws. List I of the poison laws, of which the chemists have the monopoly, answers more nearly to our own list of Separanda than to the list of poison preparations. It is understandable that under these conditions there are to be found all types of transitional chemists, like that shown [in an illustration], a general shop where there is displayed in the window among other things, acetylsalicylic acid tablets, syrup of figs and iodine, until we come to the real chemist's shop properly so named. But the right to use such names as "pharmaceutical chemist," "dispensing chemist," "pharmacy," etc., is confined to the chemists properly so called. Furthermore, doctors who have passed a special test in pharmacy (the so-called "apothecaries") are allowed to sell medicines to their patients, but they cannot use the above-mentioned titles.

In England, Scotland and Wales there are about 12,500 chemists and about 20,000 "registered pharmacists," i.e., pharmacists with the right to practise. These chemists are certainly not all independent, and several companies, among them Boots and Taylors, employ a large number of chemists in their management as salesmen. It is, of course, often far from easy for the independent chemists to stand against the competition of these capitalised concerns, which in the strength of their heavy buying are able to sell certain articles at prices which it is difficult to compete against.

It is almost unnecessary to mention that the chemists' shops vary much in their appearance. There is no standardised

type as here at home, where a chemist's shop is immediately recognisable. In England all kinds are to be found, from the chemist's shop as we know it (of which there are comparatively few) to the large store where the chemist is represented by a department. First of all let us talk about the little "dispensing chemist" or the "chemist and druggist," which is run with only one chemist and a boy for delivery of goods, as this is by far the most common type. We had the opportunity to go behind the scenes in five of these shops in different parts of London. They were externally almost identical. Besides the shop itself there was a room at the back where prescriptions were made up, and in some cases a dark room in the basement. The shop itself was overcrowded with goods and advertisements, and the window was as crowded as the shop. The most incredible things are displayed, e.g., there was a chemist's shop which displayed books. The chemists have also as good as a monopoly of the sale of photographic materials, which with us are almost exclusively sold in the book and stationery shops. The dispensary (which had also partly to serve as a stock room) and the basement were equally overcrowded, so that there was no possibility of order. The stock of drugs and chemicals was generally small. A large number of the goods stood in the bags or jars in which they had arrived from the wholesaler, and the label was often just a little written scrap of paper.

Dispensing Arrangements

The dispensary often showed no signs of great cleanliness, and this a Danish pharmacist could not fail to notice. The apparatus was about the same as would be found in a Danish dispensary, but in no case was there a tablet-making machine. Most in evidence were the various measuring glasses, which are of course used for measuring out all liquid materials, and which were, therefore, found in all sizes. Only solids are weighed. Pills, tablets, tinctures, etc., are all bought from the factory, and even prescriptions for pills and such like are often sent to such a place to be made up. The following is a remark in an article about a visit to The British Drug Houses, Ltd., in THE CHEMIST AND DRUGGIST, June 25, 1932: "Our attention was next directed to the dispensary, a well-equipped department where a great number of *difficult and foreign prescriptions* and small recipes are prepared by a staff of women pharmacists, *a form of service which is no doubt appreciated by the firm's customers*" (italics ours). Although it is not unknown to us that our own chemists have recourse to the wholesaler in a difficult situation, they do not generally do it as a regular thing, as do the English.

Because of the small demand for medicine it cannot pay a small chemist to produce it himself, for by telephoning to the nearest factory it is possible to have anything delivered in a very short time. Examples will show best what a small amount of dispensing is actually done. One out of the five chemists' shops mentioned, where one dispenser was employed, made up about eighteen prescriptions a day, of which three were sick-benefit cases. Another of them, with two dispensers, had about forty prescriptions a day. There are, on the whole, very few really big chemist's establishments in London, since the public always expects to find a chemist at their very doors. Therefore if a man wishes to increase his business he does so by opening another shop, where he puts in a manager. We had the opportunity to inspect the largest London chemists, John Bell & Croyden, Ltd., in Wigmore Street. The firm deals in all that is required by doctors and patients in the very widest sense of the word . . .

Some of Boots' stores would serve well as examples of chemists' establishments where the actual pharmaceutical work is quite the most modest part of the whole concern. In 1914 Boots had about 500 stores, in 1933 1,000, and now 1,060. They reckon to erect about forty new ones a year. There is a

large restaurant attached to twenty of the shops—stores, it would be more accurate to call them. In such a shop in the provinces (Eastbourne), the ground floor was arranged as a store (fixed price, 6d.) with a succession of counters. . . .

In a large store in Kensington we saw in the middle of books, toys and general articles a board with the sign "Prescription Counter," with a notice which stated "All prescriptions are made up by a qualified pharmacist." That was certainly the very smallest form of chemist's shop one could possibly imagine. Very different from all these were the hospital dispensaries. We were given facilities to inspect the dispensaries at St. Thomas' Hospital and at the London Hospital. Both were fully equipped as laboratories so that they could produce all requirements themselves as far as possible. . . .

We would draw attention to an interesting English phenomenon, viz., that certain forms of original preparations are taxed. This applies only to preparations which are sold in unbroken original packing and of which: (1) It is stated that it is produced by a secret method; (2) the preparation is, or has been, protected by a patent (relatively few); (3) the manufacturer either has or claims to have the sole right to the name used (proprietary medicine); (4) the manufacturer or the seller recommends the preparation as effective against illness. There are, however, certain exceptions. These tax regulations benefit the chemist in many ways. As a matter of fact we may well envy our English colleagues this regulation, and we might wish that here at home some brake might be put on the "beneficial" activities of several inferior factories on these lines.

Doubtless some of our readers will have seen the astonishment in an Englishman's face when he has entered a Danish chemist's shop with an English prescription to be told that he must get the signature of a Danish doctor added to the prescription before it can be made up. We have seen many shake their heads over our mental condition when we have insisted on something which—in their view—was sheer nonsense, and when one knows something of the way in which English medicines are sold, it is easy to understand the Englishman's astonishment at the Danish conditions. It is easier to point out what an English dispenser cannot do than what he can, of all the things which are forbidden to us. It would not be far from actual truth to say that—in practice—he has freedom in everything with the exception of giving advice regarding venereal disease. He is not a "dispensing chemist" for nothing, for "dispensing" is a word with a very wide meaning.

Patients Diagnose

Certainly the chemist must not give advice or embark on a diagnosis. This is not out of respect to the physician, but for the sake of the so-called "apothecaries" (doctors with additional qualifications in pharmacy). But it is not necessary, for a chemist has only to leave it to the patient himself to make some sort of diagnosis, and then he can suggest various remedies suitable to the disease, from among which the patient can choose. This expedient can in certain cases be utilised to its very fullest extent, as is shown by the advertisements put out by various chemists generally. They are not actually sent out, but they lie on the counter, and there is a notice in the window: "Come in and take our free booklet."

While we are speaking of the essential differences between English and Danish pharmacy it may be suitable to mention here, however improbable it may sound in our ears, that there is no actual antagonism between managers of chemists shops and their assistants; it is, however, not so extraordinary that it is so, for the two positions are closely connected in that the post of assistant is simply a stepping stone to the higher position. All therefore try to make it as short as possible, and a man is certainly not interested in increasing the salary of an assistant when he knows that the day may soon come when instead of receiving a wage he will be in the position to pay it. Actual posts as assistants in Danish businesses are few.

It is also interesting to realise that the over-production of pharmaceutical students which obtains in England also does not appear to lead to unemployment, but rather to the steady opening of more chemists' shops. Over-production thus becomes the question of the number of chemists' shops. There has been some attempt at regulation, but this has been insufficient. That there are many pharmaceutical schools in

England is obvious. There are no fewer than twenty-five in England and Scotland, and they are all privately run. The course provided by the English colleges is obviously not cheap. The expense does, however, vary somewhat, as the various schools compete internally regarding the price. But these schools have not the right of examining. The students must present themselves for examination either in London or Edinburgh, and it is naturally an advantage for the students who study at these two centres that they are examined by their own lecturers. It may be mentioned that . . . in Ireland there are quite different regulations.

Differences in Inspection

There is one point where a definite difference occurs between English and Danish conditions. I am referring to the inspection, for in England there is no general, regular inspection as here. The control there falls into three divisions:—

(1) With regard to the Food and Drugs Acts. In this way 5,328 tests were carried out in 1933-34, of which 5.1 per cent. gave rise to complaint.

(2) The approved societies buy medicines made up on benefit case prescriptions and have them examined in the same way as under the Food and Drugs Acts. In the year 1933-34, 4,180 tests in all were made in England (Wales excluded), of which under 5 per cent. gave rise to complaint. The societies examine dressings in the same way.

(3) According to the Pharmacy and Poisons Act of 1933 pharmaceutical inspectors can be appointed, and according to the Pharmaceutical Society ten such will be appointed, who, it is believed, will begin work in 1935. Their task will be to sponsor the new poisons law and try to have it obeyed.

Sick benefit in England differs very considerably from the Danish in that it is not all chemists who make up prescriptions for such cases. Many chemists consider the conditions so unprofitable that they keep clear of it. Not less than 60,000,000 sick-benefit prescriptions are said to be made up in the year by English chemists. But their whole rate of pay is of such a low order that it is probable that the majority of Danish chemists would refuse to agree to such a scheme. There are definitely fixed prices for the drugs, of which the Drug Tariff worked out by the Ministry of Health laid the foundation. Very little is added to these prices to compensate for the work put in. The medicines, together with certain dressings and articles necessary in illness, are given out to the patient without payment. Containers have to be paid for, but the money must be returned if they are brought back. It may be mentioned to the advantage of the English arrangements that the chemists in every district have a committee which has to be consulted in all matters touching on the supply of medicines, etc. Further, it can be said of the English administration that it is honest. The English chemists do not get a great deal for their work, but they are, on the other hand, free from the boggy which haunts us in that we are taxed to the very outside of the prices of the drugs only to have our accounts cut down to the very limit by discounts, etc. But a less fortunate feature of the English arrangements is that if a patient lives a certain distance from a druggist he can receive his medicine from a doctor. This is rather like our own veterinary methods.

A pharmacological laboratory [of the Pharmaceutical Society] has developed steadily, has obtained a world-wide reputation and is visited by foreign men of learning who wish to study methods for standardisation there. From a purely pharmaceutical point of view it is satisfactory to see that it is pharmacists who have undertaken this great task, that it is a pharmaceutical institution which houses such laboratories, and that the English pharmacists have in their spare time the opportunity to make the acquaintance of those determinations and strengths which are of such importance for modern therapy. We may hope that the day is not too far distant when our own students will be accorded similar facilities for work. The laboratories of the Pharmaceutical Society carry out also—for a fee—determinations of strength for various firms.

Representative Factories and Works

It is unthinkable to give an account of English pharmacy without giving a more particular account of the activities of the factories, since these have such a great influence on the life of a chemist. Not all factories are looked upon with favourable eyes by the profession. We had the opportunity to visit

Howards' great factory in Ilford just outside London, an organisation which in extent does not quite come up to some of the great German chemical factories, but, with its 500 workers, has a considerable capacity. . . . In the year 1932 the firm manufactured and sold 1,830,000 lb. of chemicals, the general manufacture of which was begun in the years following the war and which in most cases had not been manufactured in England before. This shows better than many words that the firm has a place in English industry and illustrates that when there is a will to work, a market will be found at hand. Naturally, there are many other chemical firms in England.

In Nottingham we made the acquaintance of an organisation of which we have no counterpart here in Denmark. I am speaking of the firm of Boots, which we have already mentioned. This firm has altogether 1,060 chemist's shops, all of which are supplied from the factory in Nottingham, and from the point of view of organisation the firm is remarkable. There is furthermore no doubt that the customers are served in a wonderful way, as the firm has a special control system which prevents the goods from remaining too long unused in the branch establishments. Again, a kind of "inspection" is carried out, in that inspectors travel about and take samples which are analysed by the firm's own chemists, and this applies both to ready-made products and to medicines made up in the branches.

General Conclusions

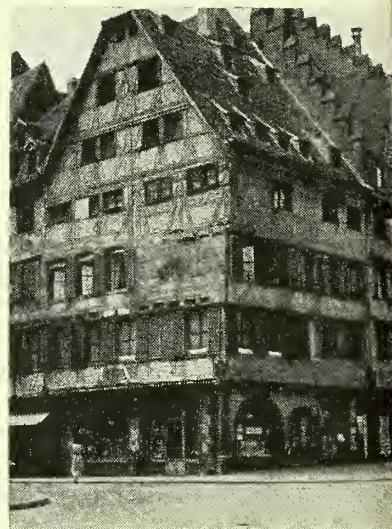
Many have doubtless often tried to picture to themselves the advantages that decontrol might bring, and in theory there is doubtless much to be said for it. When, however, it is seen as worked out in England, it does not appear so promising. Personal initiative is very much hampered by the competition of capitalistic firms such as Boots, Taylors, etc. Those who eventually reach complete independence can never be sure of a definite livelihood, since they are always afraid that a competitor may spring up next door or on the opposite side of the street. Most Danish chemists would hesitate before they agreed to create the type of chemist's shop which conditions in England favour, namely, where the small demand for prescriptions necessitates the introduction of side-lines of all sorts.

Except for health insurance medicines prices for medicines in England are no lower than elsewhere. Free competition should theoretically force down prices, but there are inevitably certain basic rules on which prices are worked out, e.g., *THE CHEMIST AND DRUGGIST* publishes quarterly a "Retail and Dispensing Price List," which is used by many English chemists. The working prices in this Price List are worked out in accordance with the principles which govern the National Insurance Act Drug Tariff. [An extract from this List is given.] From this it can be seen that the English prices for work are in many cases even above the Danish. Since the price of the commodities on the whole compares very favourably with our own medicine prices, one final result is higher-priced medicines for the chemist. We may then summarise the impressions we have received from English pharmacy by acknowledging that we have not a great deal to learn from studying the English conditions, yet we must admit that it is enlightening to see how others deal with the problems which we have to grapple with. The factor which makes English pharmacy especially interesting is that it has stood as a model for all pharmaceutical activities throughout the British Dominions and also in most of the English-speaking world. We would here like to express our gratitude for the hospitable way we were everywhere received and for the generosity with which all our inquiries were answered. Among other things we must remember that when we find English chemists extraordinary on the ground of their exhibitions of quack remedies, they on their side regard chemists of the Northern countries with wonder, and declare with shakings of the head that we dress our windows badly. They are also very surprised that we, although we do not arrange our chemists' shops as stores, yet have them in the expensive business streets. They do not think us economical, especially as our chemists, who are State-aided, can be sure of their income even if they are in a side street. (Remarks of this sort will be found, for example, in an article about "Pharmacy in Sweden" in *THE CHEMIST AND DRUGGIST*, 1934, II, 305.) Further, we may be sure that the English public feels at home in drug stores of the type to which we have taken exception.

A Day in Basle

BY travelling independently one can often arrange a more varied holiday tour than those offered by travel agencies. Lucerne was familiar from previous visits but by booking a return ticket to Basle it was possible to visit Paris on the outward journey and Strasbourg on the way home, while for the Swiss section of the itinerary advantage was taken of the combined tickets issued by the Federal Railway from their London office at a 30 per cent. reduction. From a pharmacist's point of view perhaps the most interesting day of the holiday was the one spent in Basle, with a visit to the University. The chemical laboratories in the Spital Strass are under the direction of Professor Fichter, who kindly gave me permission to see over them. On leaving here I went to the school of pharmacy in the Totengässlein. The building is an old one with many historical connections, the part now used for the lecture theatre and laboratories being at one time a bath house with a running spring, which has since dried up. Here I met Professor Zörnig, who gave me an interesting account of the school and its curriculum, which would appear to be more comprehensive than ours. The students have to pass through the course in chemistry before taking pharmacy. He then introduced me to Dr. Häfliger, who showed me round

the celebrated museum containing the Swiss collection of pharmaceutical relics housed in the same building. Dr. Häfliger is a well-known authority on pharmaceutical antiques, and he has compiled a catalogue of the collection, giving a detailed description of the exhibits and illustrations of the most important. The collection occupies several rooms, and among other interesting objects were weights, measures, balances and microscopes from the earliest primitive models up to more recent ones. There was also a fine selection of pharmacy jars, glassware, mortars in iron and bronze, and old medicine chests, while one section was devoted to obsolete medicaments, including dried human blood, mummy, powdered skull of a man killed by violence, and various animal substances. Medicinal amulets occupied one case, and there were several old pill silverers. One room was given up to military pharmacy, with field medicine chests, sterilisation apparatus, field hypodermic cases, and life-size figures showing the uniforms of the army pharmacists. In the numismatic section is the Hanbury gold medal presented to Prof. Flückiger in 1881 for "original research in the natural history and chemistry of drugs," whilst a wall case contained over thirty of his honorary diplomas from the pharmaceutical societies of many countries. What was originally the house chapel has now been laid out as an alchemist's laboratory. There is the brick furnace with leather bellows, crucibles, stills, and the stuffed crocodile suspended from the ceiling. In another section were two complete interiors of pharmacies of the seventeenth century, and a library with a collection of books dating from 1600 and 1700. The last day of the tour was spent in Strasbourg, and the old Pharmacie du Cerf opposite the cathedral was revisited. This pharmacy was opened in 1268 and still contains some of the original fixtures; a description of the premises was given in an account of a previous holiday (*C. & D.*, 1930, II., 256).—PHARMATOURA (10/7).



PHARMACIE DU CERF,
STRASBOURG

Poisons Rules Anomalies—II

By Scrutator

THE Poisons Board seems to be oblivious of the extent to which it is transforming the Pharmacy and Poisons Act, 1933, into an entirely different Statute by recommending apparently insignificant additions to the Poisons List and Rules. The most extraordinary and extensive change-over from the Act and previous poisons legislation is somewhat subtle.

The Board places on record (report, p. 1) its conclusion that the new code should "resemble the present restrictions in their main essentials," and adds (p. 19) that it proposes to adopt the existing system of dividing poisonous substances into two categories, one requiring stringent control and the other for which labelling and similar requirements should provide sufficient safeguards. It is stated (foot-note, p. 19) that the substances in the First Schedule to the Poisons Rules "approximate to those in Part I of the existing Poisons Schedule." The Board, including its pharmaceutical members, does not appreciate the profound effect upon its expressed intentions by interpolating a provision in the Poisons List that a "reference to a substance shall include a reference to that substance . . . in any preparation . . ." The prime feature of the Poisons and Pharmacy, Act, 1908, is that "preparations" containing poisons in Part I of the Schedule are specifically exempted from poisons registration by placing them in Part II of the said Schedule, which is exactly the opposite of subjecting both the poison and the preparation containing it to the same restrictions.

The intention of the Board is "to specify each item in such a way as to leave in no doubt the exact limits of the application of the List," but this admirable precept is inevitably defeated by the practice of mixing Part I and Part II poisons (separated by the Act) under rules dealing with both classes of poisonous substances in the same Schedule. The Board diverges still further therefrom by making new anomalies in its attempt to avoid ambiguity as to "a mixture containing a 'poison' being also a 'poison.'" Thus, according to the Rules, a preparation containing a poisonous substance (e.g., stavesacre alkaloids) may be successively (1) First Schedule poison; (2) Part I poison (by virtue of containing less than 0.2 per cent. of the alkaloids of stavesacre); or (3) a non-poisons preparation (when in the form of nit-ointment or soap).

Circumlocutory Methods

The reason for such discrepancies between intent and effect is not far to seek, as it is merely an example of constitutional authority preferring circumlocutory methods. The Board has adopted the procedure and terminology in vogue in regulations issued by Government departments, the form of which is settled by permanent officials as part of their routine duties. Any question as to whether these have been exceeded can only be settled in the law courts. In the meantime it suffices to point out that the anomalies of the Poisons Rules arise from the statutory definition of a poison being altered from a "specific" to a "generic" sense. Thus poisons are no longer specific substances but groups of articles any one of which is deemed non-poisonous if exempted by rule, whilst the character of the poison is not a constant factor, as it may be changed by rule. Incidentally, Part II of the Pharmacy and Poisons Act, 1933, relating to "Poisons," does not foreshadow in any way the conversion of preparations into poisons. Section 18 (1) (c) only mentions preparations in connection with provisions in regard to labelling, while the context of Section 18 (2) is evidently based upon Part I poisons of the 1933 Act. The Poisons Rules carry this alteration in essentials much further. Thus the First Schedule to the Rules amalgamates into a single class three wholly different categories of poisons in the 1908 Act, viz.:— (i) Poisonous substances (poisons) in Part I of the Schedule; (ii) Poisonous preparations (poisons) in Part II of the Schedule; and (iii) agricultural and horticultural poisons. It is surprising that the pharmaceutical experts on the Board were not able to visualise the importance of the changes involved by such procedure and prevent such a misstatement as that the new code resembles the old one in its main essentials.

The treatment of arsenious acid (arsenic) will serve to illustrate the variations possible under the new poisons code:—

- | | |
|---------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------|
| (1) Defined by Act as a ... | Part II poison |
| (2) Changed by Rule 2 (1) into an ... | Arsenical poison |
| (3) Classified by the Poisons Rules as a ... | First Schedule poison |
| (4) Converted by exemption (below 0.01 per cent. limit) in First Schedule and Rules 3 and 12 (1) into the equivalent in medicinal preparations of a ... | Part I poison |
| (5) Made by Rules 3 and 12 (1) into an ... | Agri - horticultural poison |
| (6) Form of agri-horticultural poison is restricted by Fourth Schedule to ... | Part II poison in sheep dip only |

The most unfortunate part of the situation so far as pharmacists are concerned is that such complexities add to their business burdens to an indefinable extent.

New Effects

The principal sufferer from the Poisons Rules will be the practising pharmacist who is sufficiently old-fashioned to sell remedies made to private formulas. The labelling provisions of the new code present problems of interpretation and computation which are unreasonable in their application to domestic remedies in everyday use. Exemption from the Act not only allows any shopkeeper to sell the article (thus deemed non-poisonous) but obviates any obligations regarding labelling. Exemption of Part I poisons from the First Schedule brings in its train additional requirements applicable to pharmacists which are ascertainable only by careful cross-reference and elimination of alternatives. The labelling provisions of the Rules are based upon conditions applicable in manufacture on a wholesale scale and which it will be impossible to apply in small-scale production. The difficulties centre around the full force of the labelling provisions applying to such "unofficial" poisonous preparations as "own-formula" medicines containing Part I poisons not included in the First Schedule. The treatment of relatively harmless domestic remedies saleable by pharmacists is exceedingly drastic compared with that meted out to preparations made non-poisonous by exemption.

The extension of the First Schedule from "poisons" to "poisonous substances and preparations" makes a manifold increase in the ambit of the poisons register and prescription-book. The Board makes confusion worse confounded by Rule 8 (1) exempting medicines supplied on a prescription from entry in a prescription-book when containing Part I poisons which are not subject to the special restrictions of the First Schedule. Such procedure entirely contravenes dispensing practice and pharmaceutical ethics, and pharmacists will continue to copy each and every prescription irrespective of its poisonous or non-poisonous character. The rule appears to be devised to relieve the dispensing doctor from the necessity of recording the particulars of the medicines in question in his prescription-book.

The "concession" serves to emphasise the invidious character of the new poisons code in its application to pharmacists and medical practitioners. Pharmacists will have to observe the full formalities of poison restrictions in connection with medicinal preparations brought within the First Schedule, whereas doctors merely record particulars of such in a prescription-book. Pharmacists will have to submit their records to inspection and be liable for labelling requirements which it is difficult or even impossible to fulfil correctly, but Section 25 (10) of the Act bars such inspection of the books of a duly qualified medical practitioner.

CHANGES OF ADDRESS.—Our subscribers are requested to note that in all advices of this kind it is necessary to have both the old and new address, as our lists are kept alphabetically by towns in order to meet with the requirements of the postal authorities. Such advices should reach us not later than the first post on the Wednesday morning prior to going to press with the issue which it is desired to divert.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, August 22

DESPITE the fact that the holiday season is now in full swing the volume of business in some markets has been quite good, the activity being chiefly in crude drugs and, to some extent, in essential oils; business in pharmaceuticals has been seasonally quiet. The unsettled conditions prevailing in international political affairs are creating a nervous feeling so far as forward business is concerned. At the moment exchange rates are comparatively steady, but sharp movements in the Italian currency would not be an unexpected development during the next month or two. There is little change of importance to comment upon in the pharmaceutical chemicals markets, with the tone sluggish. SANTONIN is steady at the further advance, with "outside" stocks reported not important. Recent developments in the position of BISMUTH SALTS have had the effect of making these products fully steady, and a recovery in prices in due course is not an outside possibility. The future prospects of SALICYLATES is more promising. Continental products are generally unchanged.

Crude Drugs

For the time of year business in a number of products has been quite good. Due to various circumstances, chiefly shortage of supplies, further advances in values are recorded, with these markets firm. AGAR has been in good call on spot at higher figures; quotations from Japan are sharply dearer, with a definite shortage reported. ALOES, both Cape and Curaçao, continue scarce on spot. BUCHU is fully steady, with remaining supplies very limited. The shipment market for CASCARA SAGRADA is firm and but very few offers are being made; here, again, shortage is reported. New crop CHAMOMILES are offered a little freer and at slightly lower figures. Practically all spot holders of ERGOT have withdrawn their prices; the shipment position is also nominal with nothing offering. The failure of the Spanish crop is the prime cause of this development. Spot supplies are comparatively short and prices on a higher scale may be expected in due course. A fair demand continues for HONEY; the new crop Californian will be later than usual. Activity in the MENTHOL market is recorded, with the tone very steady at better figures. Consuming business has been good on spot in this article. The shipment prices for new crop CARNAUBA WAX show a further sharp advance this week.

Essential Oils

Business has been about average this week with one or two outstanding features. ANISE (STAR) has slumped sharply for shipment, but interest is lacking in the lower prices. BERGAMOT is more or less neglected. CASSIA is nominal on spot, with hardly a case available; the shipment price has declined rather badly. The CITRONELLA oils remain dull and at low figures. There are still no reliable quotations for new crop LAVENDER, but all the reports indicate higher prices for genuine Mt. Blanc. The demand for Sicilian hand-pressed LEMON has not been particularly brisk, but the shipment market shows no sign of weakening and the source reports a very strong position in the near future. Japanese PEPPERMINT has been a bright feature this week, with a good deal of business here and stronger conditions at the source; Japanese shippers' quotations are firmer. Prices for new crop Spanish SPIKE have been the basis for some business.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	August 22	Value of the £
Amsterdam ...	Fl. to £	12.107	7.35	12/1½
Berlin ...	Mks. to £	20.43	12.34	12/1
Brussels ...	Belgas to £	nominal	29.50	16/10½
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas. to £	25.22½	36½	28/9
Milan ...	Lire to £	92.46	60½	13/1½
Montreal ...	Dol. to £	4.86½	4.99	20/6
New York ...	Dol. to £	nominal	4.98½	20/5½
Oslo ...	Kr. to £	18.159	19.90½	21/11
Paris ...	Fr. to £	124.21	75½	12/1½
Prague ...	Kr. to £	164.25	119½	12/2
Stockholm ...	Kr. to £	18.159	19.39½	21/4
Warsaw ...	Zloty to £	43.38	26½	12/0½
Zurich ...	Fr. to £	25.2115	15.22	12/1

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

SLUGGISH markets, usual at this time of the year, are recorded. The general tone continues steady. Bismuth salts are now fully steady and an upward movement in prices in due course would not be surprising. SANTONIN continues at the recent second advance.

ACETANILIDE.—Market quoted unchanged; business quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRIN.—Dealers' prices are at former figures; some cheaper spot offers: crystals, five cwt., 18s. 0½d.; two cwt., 18s. 5½d.; less than two cwt., 18s. 10½d. per lb.; with powder 2½d. per lb. extra.

AMMONIUM BENZOATE.—Small spot business; market steady: 3s. 4d. to 3s. 6d. per lb., as to quantity.

ASPIRIN (TABLETS).—The following are agreed wholesale prices of the British makers: Under 5,000, 3s. per 1,000; 5,000, 2s. 11d.; 10,000, 2s. 10d.; 25,000, 2s. 9d.; 50,000, 2s. 8d.; 75,000, 2s. 7d.; 100,000, 2s. 6d.; 250,000, 2s. 5d.; 500,000, 2s. 4d.; 1,000,000, 2s. 3d.; 2,000,000 and over, 2s. 2d. per thousand tablets. A rebate of 1d. per 1,000 is allowed on orders for 10 million tablets taken over a period of 12 months. For small quantities higher prices would be asked by wholesale distributors.

BARBITONE.—Inquiry remains slow; quotations unchanged: spot, one cwt., 15s. 3½d.; 56 lb., 15s. 8d.; small parcels, up to 16s. per lb.

BENZONAPHTHOL.—Market is dull: spot, 3s. 2d. to 3s. 3d. per lb., as to quantity.

BENZOIC ACID (B.P.).—Average business; market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices are now fully steady:—

	Net Monthly Account	Net 14 days (a)		
	Under 8 lbs.	8 lbs. and under 28 lbs.	28 lbs. and under 1 cwt.	Not less than 1 cwt. (b)
	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.	Per lb. s. d.
Carbonate ...	8 0	6 9	6 3	6 0
Citrate ...	11 3	10 0	9 6	9 3
Nitrate Cryst. ...	6 3	5 0	4 6	4 3
Oxide ...	12 0	10 9	10 3	10 0
Salicylate ...	9 6	8 3	7 9	7 6
Subchloride ...	11 10	10 7	10 1	9 10
Subgallate ...	9 2	7 11	7 5	7 2
Subnitrate ...	7 3	6 0	5 6	5 3

(a) If sold on monthly account, 3d. per lb. extra is to be charged.

(b) Contracts are booked for 1 cwt. and upwards for delivery over 3 months and are subject to a rise and fall clause. A rebate of 3d. per lb. is allowed on sales of not less than 2 cwt. salts (assorted if required), provided delivery is completed within three months. All deliveries ex contract are sold on net cash 14 days terms.

CAFFEINE.—Continental makers' agreed prices: pure alkaloid, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb., delivered, 5-lb. tins free, smaller packing extra. Citrate: two cwt., 5s. 5½d.; one cwt., 5s. 6½d.; 56 lb., 5s. 7½d.; smaller quantities, 5s. 8½d. per lb., delivered. British material: pure, 56 lb., 8s. 4d.; less, 8s. 6d. per lb. Citrate, 56 lb., 5s. 9d.; less, 6s. per lb.

CALCIUM LACTATE.—Some inquiry; quoted at keen figures for quantities: spot, one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2½d.; smaller quantities, up to 1s. 6d. per lb.

CARBOLIC ACID (B.P. CRYSTALS).—The scale of prices for deliveries to June 30, 1936, is as follows: Twenty tons, 7d.; ten tons, 7½d.; one ton, 7½d.; less than one ton, 7½d. per lb., in drums, carriage paid. Wholesale distributors' prices for small parcels would be dearer.

CHLORAL HYDRATE.—British makers' prices steady: duty-paid crystals, in 14 lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—British makers quote at about 11½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive. Seasonal business.

CREAM OF TARTAR.—Quite a fair demand. British, 99 to 100 per cent., quoted at 79s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers quoting imported material at level figures.

CREOSOTE (B.P.).—Inquiry is small. Spot, in 25-kilo. demijohns, 1s. 9½d. to 1s. 10d.; smaller parcels, from 1s. 10½d. to 2s. 3d. per lb., as to packing.

GUAIACOL (CRYSTALS).—Prices unchanged for Continental material: 28-lb. jars, 10s. 0½d.; 14-lb. jars, 10s. 2½d.; 1-lb. bottles, 10s. 8½d. per lb., ex store. Liquid: 28-lb. demijohns, 9s. 6½d.; 14-lb. demijohns, 9s. 9½d.; 1-lb. bottles, 10s. 0½d. per lb., ex warehouse.

LACTIC ACID (B.P.).—Moderate business; market keen: quantities, in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 9d. per lb., as to quantity.

MERCURIALS.—Makers' prices for salts steady. Chloride, B.P., one cwt., 4s. 9d.; smaller quantities, from 4s. 10d. per lb.

METHYL SALICYLATE.—Business slow; quoted unchanged: spot, ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices are steady; business slow: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, 20s. 8d. per lb.

PARALDEHYDE.—Fair business; quotations unchanged: 1 w-quart, 1s. 9d.; 6 w-quarts, 1s. 7½d.; 12 w-quarts, 1s. 5½d.; 36 w-quarts, 1s. 4½d. per lb., carriage paid on minimum 6 w-quarts. One demijohn, 1s. 2d. per lb., carriage paid.

PHENACETIN.—A slow market with quotations remaining at low figures: quantities, 2s. 7d. to 2s. 9d.; smaller parcels, 2s. 9½d. to 3s. per lb., as to quantity.

PHENAZONE.—Business quiet; for home trade the prices are: crystals, five cwt., 8s. 9½d.; two cwt., 9s. 0½d.; less, 9s. 3d. per lb.; powder, 2½d. per lb. extra. For export to the Empire, five cwt., 8s. 9d.; two cwt., 8s. 11d.; less than 2 cwt., 9s. 1d. per lb., quoted f.o.b. Continent.

PHENOLPHTHALEIN.—Market is barely steady and dull: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Business modest. Spot, quoted from 26s. to 27s. 6d. per lb., in 2-lb. bottles, as to quantity.

PHOTOGRAPHIC CHEMICALS.—**AMIDOL.**—28 lb., 7s. 6d.; 14 lb., 8s. 3d.; 7 lb., 9s.; under 7 lb., 11s. 9d. per lb., in 1-lb. bottles. **CHLORQUINOL.**—1-lb. bottles, 21s. per lb. **CLYCIN.**—7 lb., 10s. 6d.; 1-lb. bottles, 13s. 6d. per lb. **HYDROQUINONE.**—56 lb., 4s. 10½d.; 28 lb., 5s.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; 1-lb. bottles, 6s. 6d. per lb. **METOL.**—28 lb., 9s. 6d.; 14 lb., 9s. 9d.; 7 lb., 10s. 9d.; 3 lb., 11s. 6d.; 1-lb. bottles, 12s. 6d. per lb. **ALUM (PHOTOGRAPHIC QUALITY).**—1 cwt., 21s. per cwt.; 28 lb. for 6s. **GOLD CHLORIDE.**—15-grain tubes, 51s. 6d. per doz. **MAGNESIUM POWDER.**—10s. per lb. **PARAMIDOPHENOL HYDROCHLOR.**—8s. 6d. per lb. **POTASSIUM FERRICYANIDE.**—14 lb., 2s. 3d.; 7 lb., 2s. 6d.; 1 lb., 2s. 9d. per lb. **POTASSIUM METABISULPHITE.**—1 cwt., 7½d.; 28 lb., 8d.; 14 lb., 9d.; 7 lb., 11d.; 1 lb., 1s. per lb. **PYROGALLIC ACID.**—28 lb., 6s. 9d.; 14 lb., 7s. 6d.; 7 lb., 8s. 3d.; under 7 lb., 8s. 9d. per lb. **SODIUM CARBONATE (RECRYST.).**—5 cwt., 12s. 6d. per cwt.; 1 cwt., 15s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM HYPOSULPHITE, CUBE, CRYST.**—5 cwt., 16s. 3d.; 1 cwt., 18s. 6d. per cwt.; 56 lb. for 11s. 6d.; 28 lb. for 6s. **SODIUM SULPHIDE (PURE).**—7 lb., 1s. 3d.; 1 lb., 1s. 6d. per lb.

QUININE SALTS.—Convention scales of prices continue steady; business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; hydrochlor., 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities; 100-oz. tins, free; smaller packing extra.

RESORCIN.—British material quoted steadily: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. per lb.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Makers' quoted prices unchanged; market dull: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Market is dull: spot, crystals, two cwt., 3s. 6d.; one cwt., 3s. 6½d.; 56 lb., 3s. 7½d.; smaller parcels, up to 4s. per lb.; powder, 2d. per lb. extra.

SANTONIN.—The recently advanced Convention prices are maintained. Limited "outside" parcels at slightly lower figures: not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; not less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

SILVER NITRATE.—Makers' prices are as follows: 1 oz., 2s. 6d.; 2 to 24 oz., 2s. 17½d.; 25 to 49 oz., 2s. 07½d. per oz. Standard silver, 29d. per oz.

SODIUM BENZOATE (B.P.).—Fair business; market keen: bulk quantities, one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 1s. 10d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Inquiry is small; quoted unchanged: spot, one cwt., 15s. 9d.; 28 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Not much inquiry; quoted unchanged: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Limited inquiry; market steady: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Seasonal business, with British material quoted at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

THEOBROMINE.—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb., delivered, 5-lb. tins free, smaller packages extra.

THYMOL.—Occasional business; market steady: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—Fair demand, with Convention prices quite steady: ex clove oil or guaiacol, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

ACONITE ROOT.—Dealers are quoting Napellus at 67s. 6d. and Japanese at 47s. 6d. per cwt., for small parcels.

AGAR.—Prices from Japan have been advancing, due, it is stated, to shortage of supplies. There has been a steady demand for spot, afloat and early shipment goods. Closing firm at the advances: spot, Kobe No. 1, 2s. 10½d.; No. 2, 2s. 9d.; Yokohama No. 1, 2s. 9d.; shipment, Kobe No. 1, 2s. 6½d.; No. 2, 2s. 4½d.; Yokohama No. 1, 2s. 4½d. per lb., c.i.f.

ALOE.—In Cape spot is nominal due to lack of supplies with some cwt. boxes of prime due to land in a month's time offering at about 50s.; shipment, 46s. per cwt., c.i.f. In Curaçao the very limited supplies on spot are held for 92s. 6d. to 97s. 6d.; shipment, September-October, 82s. per cwt., c.i.f. Actual business has been modest.

ANTIMONY.—Chinese crude continues to be quoted for shipment at £28 10s., c.i.f. English regulus, £74 to £75. spot.

ARNICA FLOWERS.—The remaining spot supplies continue to be quoted at the advanced figure of 1s. per lb., for small parcels.

BALSAMS.—Market rather dull. *Tolu*, 1s. 4d. *Canada*, 2s. 10½d. *Peru*, 5s. 3d. per lb., spot.

BISMUTH METAL.—The quotation for the metal is unchanged at 3s. 6d. per lb.

BUCHU.—Remaining supplies, particularly of good green rounds, are very limited and held for about 1s. 3½d. per lb. Ovals range from 1s. to 1s. 1d. per lb. A few bales cleared, market fully steady.

CAMPHOR.—Modest sales at full rates from the limited spot supplies. Tablets, 2s. 4d.; powder, 2s. 1d.; slabs, 2s. 0½d. per lb. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ¾ oz. and 1 oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—A few sales at very keen figures reported. Chinese, about 2s. 6d. Russian, about 6s. 9d. per lb., for small parcels.

CASCARA SAGRADA.—The feature of this market is the difficulty in securing shipment offers with the figure firm at fully 33s. per cwt., c.i.f., for car-load lots. The source reports shortage. On spot, 1934 peel, 37s. 6d. to 40s.; 1933 peel, 45s.; 1932 peel, 50s. per cwt. Spot holders seem to be taking a strong view of the position.

CHAMOMILES.—New crop flowers are now being offered a little more freely, with prices rather easier at about 155s. to 157s. 6d. for first pickings, with second pickings at the usual discount. A fair inquiry is on the market, but not much business developed so far.

CLOVES.—The market has been quieter, with values fractionally lower. Zanzibar, spot, 7½d.; shipment, August-September, 6½d. per lb., c.i.f. Madagascar, 6d., in bond; shipment, August-September, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended August 17 were nil, and the deliveries nil, leaving a stock of 2,789. From January 1 to date the landings of Zanzibar have been 2,328 and the deliveries 2,633. Landings of Madagascar for the week ended August 17 were 136, and the deliveries 153, leaving a stock of 1,723. From January 1 to date landings of Madagascar have been 3,001 and the deliveries 1,522 packages.

COCOA BUTTER.—Prime English is quoted from 8½d. to 9½d., as to quantity. Foreign, from 8½d. to 8½d. per lb. spot.

COCONUT (DESICCATED).—Fair demand, market steady. Spot, fine, 22s.; medium, 22s.; shipment, halves, August-September, 20s. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports more activity in the shipment market and quotations are firmer. Finest Lofoten steam-refined non-freezing medicinal oil, 91s. per barrel, c.i.f. London. Spot, in small

lots, 134s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 110s. to 112s. 6d. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

DAMIANA LEAVES.—Dealers are quoting small parcels on spot in the region of 1s. per lb. Business dull.

DERRIS ROOT.—This market is rather neglected at the moment. Spot, 11d. to 1s. 2d. per lb., as to test. For shipment, 17 per cent. ether extract quoted at 10½d. per lb., c.i.f.

ERGOT.—There has been a very sharp advance in this market, and the position is now unusually firm. On spot the chief holders of the rather limited stocks have withdrawn from the market, it being stated that 1s. 8d. was refused for Spanish. The failure of the Spanish crop appears to have caused the Spanish merchants to endeavour to cover their American commitments by buying up anything available in Portugal. At the moment both spot and shipment are nominal, with practically no sellers of Spanish, Portuguese or Russian.

GINGER.—Business slow, market steady. West African, spot, 34s.; for arrival, 32s. per cwt., c.i.f. Jamaican, bold, 92s. 6d. to 100s., in barrels; small grinding, 67s. 6d. per cwt., spot.

GUM ACACIA.—Business on the quiet side: spot, Kordofan cleaned sorts, 45s. 3d.; bleached, No. 1, 85s.; extra, 92s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 42s. 6d. per cwt., c.i.f.

HENBANE.—Dealers are quoting fair quantities to arrive shortly at about 80s. per cwt.

HONEY.—The better demand continues at about unchanged prices. Jamaican, pale, 37s. 6d.; dark manufacturing, up to 27s. 6d. per cwt. Californian, smooth white, 47s. 6d., spot. It is reported that the Californian new crop will be later than usual and offers for September-October shipment are now up to 37s. 6d. per cwt., c.i.f.

HYDRASTIS.—Market is steady but business is modest. Spot, 8s. 6d.; shipment, 8s. 3d. per lb., c.i.f.

IPECACUANHA.—Some few small spot sales. Matto Grosso, about 5s.; Minas, about 4s. 3d. per lb.

LA VENDER FLOWERS.—Importers state prices for new crop flowers not yet available, but advices indicate prices will be higher.

LYCOPodium.—Available supplies on spot are very small, with holders asking up to 4s. 4½d. per kilo.

MENTHOL.—A very fair business has been done both for home and export, the consuming demand being quite substantial. Values are rather dearer on the week and the tone is very steady. K/S, on spot, 12s., duty paid; shipment, September-October, 10s. 6d.; October-December, 10s. 4½d. per lb., c.i.f., sellers. Japanese shippers quote September-December at 10s. 7½d. and October-December at 10s. 6d. per lb., c.i.f.

MERCURY.—The Spanish-Italian group report that their shipment price continues steady at 56 dollars, f.o.b. Continent, with good business done this month. The spot price for small lots remains at £11 6s. 6d. per bottle. London stocks, about 200 bottles.

ORIUM.—Occasional small business on spot, with holders quoting 1s. 5d. to 1s. 5½d. per unit, duty paid.

PEPPER.—Market remains dull and unsteady. Lampong, 21½d., in bond; shipment, August-October, 2½d.; October-December, 2½d., c.i.f. Tellicherry, spot, 4½d.; shipment, September-October, 45s. 6d., c.i.f. Aleppy, spot, 4½d.; shipment, September-October, 42s. 6d., c.i.f. White Muntok, 4½d., in bond; shipment, August-October, 4½d. per lb., c.i.f.

PIMENTO.—Recently advanced prices maintained; market quiet. Spot, 3d. per lb.; shipment, September-October, 29s. per cwt., c.i.f.

RHUBARB.—Market is dull but prices are steady at former values, with stocks limited. No shipment offers of Shensi or Canton.

RUBBER.—Business has been limited this week and values are fractionally easier. Standard ribbed smoked sheet, spot, 5½d.; September, 5½d.; October-December, 5½d.; January-March, 5½d.; April-June, 6d. per lb.

SAFFRON.—Business very quiet: spot, B.P., 1898, prime, 38s. 6d.; extra, 36s. 6d.; super, 35s. 6d. per lb., and less for bulk quantities.

SARSAPARILLA.—Business remains slow: spot, grey Jamaican, 1s. 4d. to 1s. 4½d.; native mixed colours, 11d. to 1s. per lb., as to quantity.

SEEDS.—ANISE.—Spot, duty-paid, Spanish, 72s. 6d.; Bulgarian, 33s. 6d., sellers; for shipment 27s. 6d., c.i.f., quoted. CANARY.—Mazagan, 21s. 6d.; Tangier, 20s. 6d., sellers, both spot, duty paid. CARAWAY.—Dutch, 34s., spot, duty paid; 28s. 9d., f.o.b. Holland, quoted. CORIANDER.—Morocco, spot, sold at 13s., duty paid; 12s., in bond quoted. New crop for shipment offered at 11s., c.i.f. Very little business passing. CUMIN.—Morocco, 51s., spot, duty paid; 47s. 6d., in bond. New crop for shipment is 41s., c.i.f. FENUGREEK.—Morocco, spot, 13s., duty paid; business done. New crop for prompt shipment, 10s. 9d., c.i.f. MUSTARD.—English, 21s. 6d. to 32s. per cwt., according to quality.

SENEGA.—Business not of much account and chiefly for spot goods, with prices about 1s. 4d. New crop for September shipment quoted at about 1s. 4d. per lb., c.i.f.

SENNA.—The recent better tone is being maintained, especially for new-crop Tinnevely leaves. The Continent has been covering fairly good orders for f.a.q. grades and America has also bought some quantities of prime quality leaves. Prices for spot London goods remain unchanged from those detailed in last report. There is little change in the Alexandrian position, and the shortage of really fine bold pods is now getting acute and likely to remain so for the next few months. Good medium-quality available on spot from 3s. per lb., and No. 2 ordinary to fair from 2s. per lb., duty free. Some parcels of rather small greenish pods offer cheaply on the spot at 1s. 3d. to 1s. 6d. per lb.

SHELLAC.—Market fairly steady. Spot, standard TN orange, 50s. to 55s.; fine orange, 85s. to 145s.; pure button, 85s. to 100s. For delivery, TN, October, 50s.; December, 50s. 6d. For arrival, TN, August-September, 54s. per cwt., c.i.f.

STRAMONTUM.—Dealers are quoting new crop good green leaves to arrive at about 50s. per cwt.

TONQUIN BEANS.—The market is a shade easier, with Para fair frosted available at 2s. 10½d. per lb.

TRAGACANTH.—Inquiry has been modest this week, with the range of prices for all qualities showing no change. Landed in London during July, 1,213 packages; delivered out of warehouse, 830 packages:—

	July 31	1935	1934	1933	1932	1931	1930
Stocks ..	5,990	5,311	6,357	14,219	10,679	12,918	
Landed ..	7,280	4,876	3,592	9,262	5,804	7,836	
Delivered	5,918	4,935	9,138	6,701	6,160	5,695	

WAX.—The recent advances in BEES' are maintained. Abyssinian, spot, 110s.; shipment, 96s., c.i.f. Benguella, in bond, 112s. 6d.; shipment, 97s. 6d., c.i.f. Conakry, spot, 112s. 6d.; shipment, 96s. 6d., c.i.f. Dar-es-Salaam, spot, 110s.; shipment, 103s. 6d., c.i.f. CARNAUBA.—Further advances in spot and shipment prices are recorded; market firm. Fatty grey, spot, 175s.; shipment, September-October, 167s. 6d., c.i.f. Chalky grey, spot, 167s. 6d.; shipment, September-October, 160s. Primeira, yellow spot, 215s.; shipment, 200s., c.i.f. There is a good demand for new crop fatty at 165s.; chalky at 160s.; and Primeira at 195s. per cwt., c.i.f.

Essential Oils, etc.

A FAIRLY good volume of business is reported for the time of year and conditions continue generally steady. Anise (Star) for shipment has slumped and so has cassia. Japanese peppermint has been in good demand and the market is firm at the advance. New crop Spanish spike is being quoted. Sicilian lemon continues firm, but business has been of small account.

ALMOND.—Market quiet; values unchanged. English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d.; foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, French, 8s. 9d. per lb.

ANISE (STAR).—There has been little interest in the spot market; shipment quotations have declined rather sharply. Spot, "Red Ship," in leads, 2s. 4d.; in tins, 2s. 2½d.; in drums, 2s. 2d., nominal. Shipment, in leads, 1s. 10½d.; in tins, 1s. 8d.; in drums, 1s. 7½d. per lb., c.i.f.

BAY.—Dealers are quoting steadily at 5s. 1½d. to 5s. 4½d. per lb. for 49 to 50 per cent., as to quantity.

BERGAMOT.—There is very little interest shown in this article. Spot, 5s. 1½d. to 5s. 6d., as to quantity; shipment, 5s. 3d. to 5s. 6d. per lb., c.i.f., as to brand.

BOIS DE ROSE.—Market quoted unchanged; business unimportant. Brazilian, spot, 5s. 9d.; shipment, about 5s. 6d. per lb., c.i.f. Cayenne, 10s. 3d., c.i.f.

CAJUPUT.—Market is steady; modest business. B.P., 2s. 1d. to 2s. 3d.; green, 1s. 9d. to 1s. 11d. per lb., as to quantity, spot.

CANANGA.—The limited quantity of good oil on spot is now quoted in the region of 14s. per lb. for small parcels. Shipment nominal.

CARAWAY.—The forward position for Dutch rectified is very steady. To arrive, 10s.; crude, 9s. 6d. per lb., landed and duty paid.

CASSIA.—It seems doubtful if there are half-a-dozen cases left on spot and the price is nominal in the region of 5s. 4½d. to 5s. 6d. The shipment market is neglected although offers have weakened and are now down 3s. 10½d. per lb., c.i.f.

CEDARWOOD.—Very little inquiry; values maintained. American and African oils competitive at about 1s. 2d. for drums and up to 1s. 4½d. per lb. for small parcels. Some quotations are dearer.

CINNAMON LEAF.—There has been some recovery in the shipment market for Ceylon, which a few weeks ago was under 2s. and is now steady at 2s. 2½d., c.i.f. Spot, drums, 2s. 6d.; smaller parcels, 2s. 8d. per lb.

CITRONELLA.—Low values with little business noted here. Ceylon, spot, 1s. 1d., drums; smaller packings, up to 1s. 4d.; shipment, about 10d. for bulk quantities. Java, spot, drums, 1s. 2d.; smaller packings, up to 1s. 3½d.; shipment, about 1s. 0½d. per lb., c.i.f.

CLOVE.—The position here is fully steady; fair business. Madagascar, spot, in drums, 3s. 2d.; smaller packings, up to 3s. 6d.; shipment, firm at 2s. 6d. per lb., c.i.f.

EUCALYPTUS.—Market has been dull, Empire oil steady. Australian, 70 to 75 per cent., 1s.; 80 to 85 per cent., 1s. 1d. per lb., landed. Small lots on spot slightly dearer. Spanish, 70 to 75 per cent., 1s. 2d. per lb.

GERANIUM.—Business has been of small account. Algerian, spot, 22s. 6d.; shipment, 19s. 6d., c.i.f. Bourbon, spot, 21s.; shipment, 20s. per lb., c.i.f. Forward quotations for both oils seem very irregular and show a wide margin.

GINGERGRASS.—Dealers quoting spot at about 5s. 4½d. to 5s. 6d.; shipment, about 4s. 4½d. per lb., c.i.f.

HO (SHIU).—Moderate spot demand in small lots, with dealers quoting from 1s. 9d. to 2s. 1d. per lb., as to quality and quantity.

JUNIPER BERRY.—Some fair business; market steady. Good quality oil from 3s. 3d., with the finest up to 4s. 7½d. per lb. for small parcels.

LAVENDER.—There is still no definite indication of the prices for the new crop oil, but advices state quotations may be available by next week. It is being suggested by the distillers that, owing to the relatively poor crop and the prices paid for the flowers, values will be on a higher scale than last year for genuine Mt. Blanc, 38 to 40 per cent.

LEMON.—While most advices from the source make the shipment market for Sicilian hand-pressed oil strong and likely to advance, one or two reports suggest that, due to lack of good orders, values tend to be slightly easier. From one source it is stated that the carry-over this season will only amount to 200,000 lb., against approximately a million pounds the previous season. Added to this is the statement that the quantity of oil this season will be comparatively negligible, as the fruit has been in brisk demand for other purposes. Spot holders are sellers in the region of 5s. 7½d. to 5s. 9d. per lb.; shipment, close up to 7s., c.i.f., as to brand and quantity. Californian continues in fair demand on spot. Large drums, 3s. 0½d.; small drums, 3s. 1d. per lb.

LEMONGRASS.—Market remains dull. Spot is neglected, quoted at nominally 2s. 6d.; shipment, about 2s. 1d. per lb., c.i.f.

LIME.—The shipment market is very steady indeed at 22s. 6d., c.i.f., with small spot parcels at about 24s. per lb.

MANDARIN.—Practically nothing offered for shipment and the price is nominal. There are at the moment spot sellers at about 17s., but buyers are not interested.

NEROLI.—Occasional inquiry, with new crop for shipment quoted from 13s. to 18s. 9d. per oz., landed and duty paid, as to quality.

NUTMEG.—Some small spot business. American and English, 5s. 1½d. to 5s. 4½d. per lb., as to quantity.

ORANGE.—The demand for French Guinea oil seems to have been slower, but values are quite steady. Spot, drums, 3s. to 3s. 1½d.; and smaller packings, up to 3s. 6d. per lb.; shipment, 2s. 9d., c.i.f., in quantities. Californian oil meets with a little call on spot, with one case at 2s. 6½d.; two or more cases, 2s. 4d.; and drums at 2s. 3d. per lb. Sicilian, sweet, spot, 10s. 6d.; shipment, 10s. per lb., c.i.f.

PALMAROSA.—Market is steady; business unimportant. Spot, 6s. 6d. to 6s. 7½d.; shipment, about 6s. 3d. per lb., c.i.f.

PATCHOULI.—Little doing here; quoted unchanged. Singapore oil, spot, 10s. 6d. to 10s. 9d. per lb., as to quantity.

PEPPERMINT.—Conditions in this market for the Japanese oil are generally firm and there has been a good deal of business passing on spot. There has also been inquiry for August-September and September-October shipment, with business reported at 4s. 1½d. Substantial activity in the October-December position, with buyers at about 3s. 10½d. and sellers holding for slightly higher figures. Cables from Japan indicate shortage and their quotations are firmer. On spot, 4s. 2d. to 4s. 3d., as to brand; Japanese shippers now asking 4s. 3d. for September-October and 4s. 2d., c.i.f., for October-December and indicating that further advances are anticipated. The American natural oil has declined further, but the market seems a little steadier; offers range from 2 dollars 10 cents to 2.25 cents per lb., c.i.f., in drums, as to brand.

PETITGRAIN.—Market steady; business light. Spot, 4s. 1d. to 4s. 3d.; shipment, about 3s. 6d. per lb., c.i.f.

ROSEMARY.—Market is fully steady. Spot, first quality, 2s. 1d.; second quality, 1s. 9d. per lb. The shipment position is reported firm.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot; isolated cheaper offers noted. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 3d. per lb.

SASSAFRAS.—Business slow, with prices for natural oil in the region of 4s. to 4s. 3d. per lb. Artificial oil at lower figures.

SPEARMINT.—Conditions here are very steady. Spot, 8s. 9d. to 9s., as to brand.

SPIKE.—One or two quotations for new crop Spanish oil have been received and these offers have been firmly maintained at about 4s. 6d., c.i.f., for a good quality oil, and it is understood business has been done up to this figure.

WORMSEED.—Market is steady but quiet. Spot, 9s. 6d.; shipment, 8s. 6d. per lb., c.i.f.

Commercial Notes

SOUTH AFRICAN BUCHU EXPORTS, 1934.—Shipments totalled 174,820 lb., valued at waarde 5,256. Chief destinations: United Kingdom, 57,540 lb.; India, 1,132 lb.; Australia, 6,487 lb.; Germany, 4,337 lb.; America, 105,224 lb.; Japan, 100 lb.

INDIAN SHELLAC EXPORTS.—In May, 1935, the exports of shellac from all Indian ports to the United Kingdom amounted to 7,000 cwt., bringing the total for January to May to 26,000 cwt. The total for all destinations was 129,000 cwt., compared with 325,000 cwt. for the corresponding period in 1934.

IRISH FREE STATE CHEMICAL IMPORTS.—During the first six months of the year medicines and medicinal preparations to a value of £122,894 were imported into the Irish Free State, as compared with only £92,932 in the corresponding half a year ago. On the other hand there was a decrease during the same periods in the Irish Free State imports of druggists' wares—from £22,321 to £20,406.

U.S. TOILET PREPARATION EXPORTS.—The United States export trade in toilet preparations and toilet soaps increased 12 per cent. for 1934. Sales abroad of American dentifrices, toilet soaps, perfumes and toilet preparations for 1934 were valued at £1,295,600. The 1934 export value of these products was more than three times that of the imports.

INDUSTRIES FAIR ADVERTISING.—The Department of Overseas Trade announces that the London Press Exchange, 110 St. Martin's Lane, London, W.C.2, have been appointed advertising agents for the British Industries Fair, London and Birmingham, February 17 to 28, 1936. Mr. Sydney Walton will direct the news services and news will be handled from 10 Adam Street, Adelphi, W.C.2, by Mr. Robert Williamson.

SOUTH AFRICAN ALOES EXPORTS, 1934.—Shipments totalled 818,495 lb., valued at waarde 9,987. Chief destinations: U.K., 48,550 lb.; Hong Kong, 24,923 lb.; Canada, 2,147 lb.; Australia, 1,631 lb.; Belgium, 10,200 lb.; Denmark, 4,801 lb.; France, 69,678 lb.; Germany, 389,464 lb.; Holland, 8,578 lb.; Italy, 77,507 lb.; Poland, 5,716 lb.; Japan, 48,817 lb.; Siam, 49,801 lb.; Egypt, 19,439 lb.; U.S. of America, 47,744 lb.; and Uruguay, 4,339 lb.

JAPANESE PYRETHRUM.—According to a report in the "Weekly Druggist" of Japan the State Investigation Laboratory at Osaka has instituted a service for the examination and certification of the efficacious substance contained in pyrethrum. Hitherto, exporters have had to rely on private institutions for such examination and certification. An increase in the volume of pyrethrum exports is expected as a result. The chief customer for Japanese pyrethrum is the United States, followed by Great Britain, Germany, France, India and Australia, the annual exports in value being from five to six million yen.

Sudan Gum Acacia Exports

EXPORTS for June amounted to 1,518 tons, compared with 1,576 tons in June, 1934. Total shipments during January-June, 1935, were 11,096 tons, compared with 12,926 tons during the same period of 1934.

DESTINATION	1934			1935		
	Jan.-May	June	Total	Jan.-May	June	Total
Great Britain ...	2,692	489	3,181	2,023	618	2,641
U.S.A. ...	1,415	306	1,721	1,844	128	1,972
France ...	2,201	193	2,394	1,105	163	1,268
Germany ...	1,195	236	1,431	790	117	907
Italy ...	604	54	658	605	122	727
Belgium ...	818	28	846	631	51	682
Japan ...	708	20	728	915	30	945
Holland ...	394	58	452	288	44	332
Spain ...	180	5	185	175	16	191
Sweden ...	156	3	159	191	37	228
Norway ...	17	2	19	21	11	32
Australia ...	233	45	278	393	61	394
New Zealand ...	27	14	41	27	10	37
China ...	99	11	110	88	10	98
Canada ...	56	5	61	82	—	82
British India ...	82	—	82	11	—	11
Denmark ...	64	2	66	40	—	40
Finland ...	30	2	32	58	2	60
Poland ...	39	—	39	27	—	27
Rumania ...	39	21	60	9	5	14
Greece ...	25	—	25	27	21	48
Egypt ...	70	30	100	92	20	112
Argentina ...	105	16	121	66	5	71
Brazil ...	14	14	28	47	—	47
Other countries ...	44	12	56	64	40	104

The export figures are made up of the following qualities:—

	Hashab	Bleached	Talha	Total
June, 1934 ...	1,467	13	96	1,576
June, 1935 ...	1,392	13	113	1,518
January-June, 1934 ...	11,829	44	1,053	12,926
January-June, 1935 ...	10,251	58	787	11,096

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

The Technique of Pathology

SIR,—Having carefully studied the deductions drawn from my letter in the "B.M.J." of August 3 last in the editorial of THE CHEMIST AND DRUGGIST of August 17, it is with reluctance that I would protract the controversy to which it gave rise. But, lest the attenuated and least important extract occasion a misapprehension in respect of my personal sympathies, I would seek the indulgence of your hospitable columns to remedy the impression inevitably produced. The import of my letter was not a hostility to the professional advancement of my pharmaceutical colleagues, nor do I think it implied presumption—rather, it was opposed to the assumption that pathology could be regarded as an ancillary accomplishment to the chemist's other attainments. To anyone with the slightest familiarity with the technique and routine of a pathological laboratory it must be apparent that without the training in the subjects antecedent to, as well as in the many ramifications of, pathology itself, competency in this most technical of all the medical curricula is utterly impossible. Pathology is essentially work for a doctor. It has a direct bearing upon, and relation to, every subject in the medical syllabus, and "medical" comprehends surgery, obstetrics, gynaecology and other final studies. What, however, does arouse resentment is the misguided or thoughtless raising of hopes in the enthusiastic and ambitious pharmaceutical neophyte whose gleams of future enlightenment are destined to be obscured by disillusionment. On the other hand, technicians in pathology could easily be recruited from the scientific ranks of pharmacists. This is a branch to which they are peculiarly adapted, embracing, as it does, the examination of urine, faeces, gastric contents by quantitative and qualitative analysis and even the microscopical recognition of bacteria; but further than this is beyond the limits of all who have not completed the medical course. Were the authorities to incorporate this subject in the pharmaceutical curriculum, having made provision, however, for tuition in recognised centres, instead of introducing matter more spectacular than useful, then, I would venture to predict, the chemist of the future could in reality claim that higher professional status of which, it seems, he so frequently demands recognition. It may not perhaps be outside the province of a lecturer to suggest that the work of a pathological technician might be demonstrated and taught in lieu of physiology and biology, which, when once having been successfully passed in the final examinations, will henceforth suffer from the chronic atrophy of disuse. Physiology and zoology are embellishments; the suggested substitute is an adornment with the virtue of utility.—Yours faithfully,

JOHN SHIEL,
L.R.C.P., L.R.C.S., Ph.C., L.M.,
Barrister-at-Law.

Dublin.

The Popularity of the Council

SIR,—After perusing the letter "Paying the Penalty" in your issue of July 20, and subsequent letters, the following problem presents itself. How can any member of the Council wonder at its non-popularity in many quarters when they allow such correspondence to emanate from their office as was portrayed in this letter? An old man who has not been successful from the point of view of this world's goods, and is still working for £3 3s. a week, omits to pay his subscription by the specified time and becomes liable to the penalty of £1 1s. He sent his subscription and promised the penalty in about two weeks. The money was returned, and he was told that until the lot was paid he was in the position of an unqualified man. This is the law—quite right, and if it had been the case of a headstrong young man trying to teach the Council I should have no comments; but this was an old man who had lost his way, and I have seen it quoted by more than one legal leader that the law should be administered with common sense and humanity, and I maintain that neither of these qualities has been exercised. What a grand opportunity it was for one of our young legal luminaries to show a way out of the difficulty! Would my old friend Glyn-Jones have acted in this way?

No, he would have pointed a way out; or if this, being an exceptional case, had been put before the appropriate committee, surely they would have found a way. Had I been a member of such a committee I would have paid the penalty for the old man and chanced its turning up as promised.

Yours faithfully,
WILLIAM I. SCHOLES.

Eccles.

Syllabus Changes

SIR,—I must admit to feeling a small wave of depression when I received your annual Educational Number, because a perusal of the examination syllabuses shows such a marked contrast between the subjects there enumerated and the actual details one deals with in daily work behind the counter. Pharmacy and chemistry, practical and theoretical, doses and the law relating to pharmacy, are subjects we expect to learn, and to some extent botany, although we may be somewhat doubtful about its value from a business point of view in these days of factory-made galenicals. Now zoology and physiology are to be added to the previous requirements. When pharmacists stocked raw drugs and made their own preparations in the dispensary there may have been some point in the study of the angiosperms and their characteristics; but of what use is a knowledge of the vital activities and life history of Hydra and Lumbricus "as illustrative of diploblastic and triploblastic invertebra" to a man who spends the greater part of his time trying to persuade blondes and brunettes that the shade of face powder or colour of lipstick is just the one to suit their complexions? The days when the pharmacist used to dispense oleum lumbricorum have passed, and if he wishes to acquire a knowledge of their habits he can do so by post-graduate study on his own account. However much we may admit that the acquisition of knowledge is beneficial to the individual, there is no doubt that the syllabus for the Chemist and Druggist Qualifying examination has far outstripped the requirements of retail business as carried on under present conditions. Pharmacy (to include dosage and an acquaintance with the B.P. preparations), chemistry (sufficient to understand incompatibility), and a knowledge of pharmacy law, together with a practical knowledge of details acquired during apprenticeship, would be quite enough to equip the man behind the counter to perform his daily task. The more scientific subjects could be left to the higher examination for those men who were taking up teaching, analytical work or research. One can go into the nearest sweet shop and see many kinds of drugs (castor oil, glycerin, etc.) displayed on cards in twopenny bottles; the seller of sweets can serve these without having to take a four years' course of training and pass a difficult technical examination.—Faithfully yours,

LUMBRICATE (19/8).

Ru-Mari

SIR,—Your notes in THE CHEMIST AND DRUGGIST for August 10 on the subject of Ru-Mari call for some comment. It would appear that what has been written is the result of a very hasty investigation. . . . [This was expressly indicated in the article referred to.—EDITOR.] First, as regards Mr. Hugh Walpole. It is a known fact that he has been a sufferer from arthritis for many months and that despite everything his condition was becoming worse. That he should have obtained so much benefit from Ru-Mari is quite definitely due to its action and not to spontaneous remission of symptoms or any other cause. If Mr. Walpole's testimony alone is insufficient, there are countless equally bad cases where amazing results have been secured, and, finally, many carefully observed clinical tests. The examination of the contents of Ru-Mari itself must indeed have been cursory, for in actual fact there are well over a dozen different ingredients. Next, as regards distribution. The company to market Ru-Mari was formed only a few weeks ago, and the sudden publication of the interview with Mr. Hugh Walpole threw a very great and unanticipated strain upon an organisation which was very much in its infancy. The fact that, since the publication of the interview, we have been able to arrange for adequate supplies and satisfy the hosts

of people who wrote is, we think, a feat of which we may feel justifiably proud. Obviously so much concentrated effort, in so short a time, precluded any possibility of making the customary intimation to the trade as had been originally planned. It does, however, clearly indicate that the interest in Ru-Mari is high, and now that abundant supplies are available, we welcome any inquiries from trade sources. One final point may be of interest. Although it is just over a week since the first supplies of Ru-Mari were dispatched, we have already received several letters giving a clear indication that it has been successful in bringing relief to acute sufferers.—Yours faithfully,

RU-MARI, LTD.,

A. THOMSON STRANG, Director.

1 Featherstone Buildings, London, W.C.1.

The New Fees

SIR,—The shop registration fee has now been fixed at a guinea, and the annual retention fee at the same figure, against those of the listed sellers of poisons at 7s. 6d. and 5s. respectively. It is difficult to understand why a chemist and druggist, whose qualification is granted for the purpose of keeping open shop for the sale of poisons, should pay three or four times as much as a person with no qualification and no knowledge of their properties, dangers and correct methods of storage. It is satisfactory to note that the restoration fee has been cut by a half; possibly the recent correspondence helped in some way to this by bringing to light cases in which hardship is involved. But one would like to know how many of the 3,000 or 4,000 pharmacists who were struck off the Register have already paid their guinea to be restored.

Yours truly,

PERMANENT (12/8).

Dispensing Notes & Difficulties

Mist. Phenazoni Co., N.F.

SIR,—Will there be decomposition in mist. phenazoni co., N.F., now that liquor ammon. aromat. is used instead of spt. ammon. aromat? The N.H.I. formula is:—

Phenazoni	...	...	...	gr. v.
Pot. brom.	...	...	...	gr. vij.
Liq. sacch. ust.	...	...	...	℥v.
Sodii salicyl.	...	...	...	gr. v.
Liq. ammon. arom.	...	...	...	℥xv.
Aq.	...	...	ad	℥ss.

Yours, etc.,

MIST. PHENAZ. CO. (2/8).

[The effect will be the same as before, namely a darkening of colour due to the ammonia on the sodium salicylate. The decomposition is not harmful, and occurs normally in exposed solutions of the salicylate. It does not deposit during several weeks of keeping. Distilled water should always be used when dispensing. We assume that the liquor sacch. ust. is included in this formula so that the mixture will always be uniform in colour within the few weeks during which it will usually be kept, and is obviously a helpful addition.]

A Dissociation

SIR,—Will you tell me whether the following prescription is incompatible? I enclose a bottle showing a deposit of what I think must be free iodine.

Potass. iodid.	...	...	...	gr. xlvij.
Ac. acetylsalicyl.	...	...	...	gr. clx.
Syrup. aurant.	...	...	...	℥j.
Aq. chlorof.	...	...	ad	℥vii.

Yours faithfully,

B. B. (3/8).

[Aspirin in solution in water decomposes into acetic and salicylic acids. It has been stated that aspirin liberates, with potassium iodide and water, hydriodic acid, which is oxidised by the air, liberating iodine. Light appears to help the reaction. We do not think the change sufficient in a few days to make the mixture dangerous. (1) Acetic acid (B.P.) and potassium iodide in water and (2) salicylic acid and potassium iodide in water both liberate iodine, which gives a blur with mucilage of starch. The extent of the dissociation of acetyl-salicylic acid in the above mixture depends on temperature, light and air. There were very definite traces of free iodine in your bottle sent to us.]

A Series of Ointments

SIR,—I should be very pleased if you would publish a satisfactory method of dispensing the following ointments:—

1				
Liq. plumbi subacet.	...	...	...	℥ij.
Glyc. boracis	...	...	...	℥iv.
Ung. zinci	...	...	...	℥x.
2				
Boracis	...	...	...	℥j.
Zinci oxidi	...	...	...	℥j.
Liq. picis	...	...	...	℥ij.
Adipis	...	...	ad	℥iss.
3				
Ung. hyd. nit.	...	...	...	℥iss.
Zinci oxidi	...	...	...	℥iv.
Cretæ præp.	...	...	...	℥ij.
Liq. calcis	...	...	...	℥iss.
4				
Ext. ergot. liq.	...	...	...	℥iss.
Ac. carbol.	...	...	...	gr. xx.
Zinci oxidi	...	...	...	℥j.
Adipis lanæ	...	...	ad	℥j.

Yours, etc.,

(Mrs.) D. J.

[There is no difficulty in making the ointments numbered 1, 2, 4. No. 3 gives trouble unless made correctly. The best method is to melt the ung. hydrarg. nit. in a hot mortar, add the zinc oxide and prepared chalk, and then while hot add the lime water, a drachm or two at a time, mixing after each addition with a bone or vulcanite spatula. Let stand till cold, then place in the pot. If a pestle is used the lime water is squeezed out by the manipulation of mixing; if a bone spatula is used it is retained.

No. 1 can be mixed on a tile and is satisfactory. Mix the liquor plumbi subacet. with the glycerin. boracis, then stir into the ung. zinci and rub down to a smooth ointment. For No. 2, mix the pulv. boracis and zinc. oxid. with the adeps, then stir in the liquor picis; rub down to a smooth ointment. For No. 4, mix the phenol with the wool fat, rub down the zinc oxide with this, and finally incorporate the liquid extract of ergot. An equally good ointment can be made by mixing the liquid extract with the wool fat, mixing the zinc oxide with the phenol, and finally mixing the whole together.

Subscribers' Symposium

For interchange of opinion among "C. & D." readers and brief notes on business and practical topics.

Colouring Bay Rum

Referring to the reply to B. & H. in the C. & D., July 27, p. 140, E. C. (26/7) writes: We find that a few grains of tea macerated in the liquid for a few days gives a colour which does not deposit or bleach. Some teas are better than others, but Typhoo is satisfactory for the N.P.U. formula 3 C.

A Knock at the Door

Having at last closed the pharmacy door and contemplating a well-earned sit down after the usual twelve-hour day, I was disturbed by a violent knocking. Opening the door to see who it was, I was confronted by a man who thrust two insurance prescriptions (not marked "Urgent") into my hand, saying, "Make these up. I don't know why somebody could not have brought them this morning, instead of expecting me to walk all the way down here after I got home from work."—*Restful* (19/8).

Statistics for Holiday Reading

One does not usually classify official statistics among holiday literature, but two sets of figures recently published afford bright enough reading for any circumstances. The Board of Trade returns for June show that the optimism felt at the beginning of the year was fully justified, and that the upward trend of British trade has become constant. Exports in the month increased by 2.4 per cent., although there were two working days fewer than in June 1934. The figures for the first six months of 1935 are even more encouraging, showing an exports increase of £16,598,000, or 7.5 per cent. . . —*Geo. M. Gillett*, House of Commons, London, S.W.1.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

C. E. (13/78).—ARTIFICIAL IVORY.—This is usually supplied under the names of galalith and erinoid. It is manufactured by the action of formaldehyde on casein. Skim milk is treated with caustic alkali or alkali carbonate, the casein is precipitated by the action of rennet, pressed, impregnated with formaldehyde and dried.

W. R. (20/6).—LEG BLEACH.—This is stated to have been supplied by a beauty specialist in the United States. It has to be mixed with a powder supplied and spread on the hairy parts of the leg as a bleach. It is thought not to be hydrogen peroxide as that acts quite differently on the lady's skin. The solution appears to be merely hydrogen peroxide, of over 10 vols. strength, so that originally it was probably 20 vols. It contains no solids, either organic or inorganic. Its reaction is acid.

H. L. (9/78).—VANISHING CREAMS.—There is a section dealing with the manufacture of vanishing creams in "Pharmaceutical Formulas," Vol. II. This contains a large number of recipes, together with full directions for the manufacture. A triethanolamine formula is as follows:—

Stearic acid	...	...	50 lb.
Lanolin (anhydrous)	...	...	9 lb.
Triethanolamine	...	...	2.5 lb.
Carbitol	...	...	18 lb.
Water	...	...	120 lb.

In one container melt the stearic acid carefully and add the lanolin. Heat the triethanolamine and water separately to boiling and then add the melted fatty acid to it with constant stirring. When a smooth mixture is obtained, stir in the carbitol to which has been added the perfume. Continue with even stirring while cooling until a heavy, smooth cream is obtained, and then stir occasionally until cold. The cream will become thinner as it cools and the acid crystallises.

All vanishing creams contain a fair proportion of water, so that in packing the creams it is essential that a suitable closure should be used.

J. C. C. (13/76).—ADHESIVE PLASTER.—As stated above, we do not undertake to publish supposed formulas for proprietary articles, and that to which you refer is, we understand, a closely guarded trade secret, particularly as regards the method of manufacture. Experiments with the following formulas will probably enable you to meet your requirements:—

Aseptic Rubber Adhesive Plaster

Resin	...	...	4 parts
Japan wax	...	...	1 part
Benzoated beef tallow	...	...	8 parts
Anhydrous wool fat	...	...	3 parts
Washed indiarubber	...	...	2 parts
Sesame oil	...	...	1 part
Lead oleate (precipitated)	...	...	80 parts
Methyl salicylate	...	...	0.6 part
Thymol	...	...	0.4 part

Melt the resin, tallow, wool fat, and wax together; then add the rubber "solution" previously mixed with the oil. After recovery of the benzene by distillation the whole is strained through three or four thicknesses of gauze, and the lead oleate, previously melted, added.

The indiarubber is added in the form of a quasi-solution, prepared by macerating washed rubber in five times its weight of benzene.

Aseptic Zinc Oxide Plaster

Zinc oxide	...	...	20 parts
Resin	...	...	15 parts
Japan wax	...	...	4 parts
Benzoated beef tallow	...	...	25 parts
Anhydrous wool fat	...	...	15 parts
Washed indiarubber	...	...	8 parts
Glycerin	...	...	12 parts
Methyl salicylate	...	...	0.6 part
Thymol	...	...	0.4 part

Sift the zinc oxide and make into a paste with the glycerin. Add the paste to the resin, wax, wool fat, tallow, and rubber combined as described under adhesive plaster.

H. P. C. (13/76).—FURNITURE POLISH.—We do not think you could have a much cheaper floor polish than that you mention, but you could try paraffin wax mixed with sufficient naphtha to form a paste.

G. B. (13/78).—SOLID STENCIL INK.—A black, soluble stencil ink for marking chests and bales is made by allowing 80 parts of glue to swell up in water for twelve to twenty-four hours, and then dissolving it, on a water bath, in 450 parts of fresh water, along with 16 parts of yellow commercial dextrin, 6 of sugar, 22 of glycerin (crude, 28° B.), and 26 of water-soluble nigrosine. The solution is next incorporated, by stirring, with 400 parts of lampblack, to form a paste, which is then thickened by further heating on the water bath, until a small sample is found to set hard on cooling. All the superfluous water being thus evaporated, the mass is pressed in greased moulds. The addition of a little ox gall will help the ink to run freely when used on greasy material. For a red ink, we suggest omitting the lampblack and water-soluble nigrosine and substituting Venetian red.

M. H. (9/78).—DIABETIC MARMALADE.—The following is a formula for sugarless marmalade: Sugarless jams and marmalade for the use of diabetic patients are made with a jelly, the basis of which is prepared with gelatin instead of sugar, the strength being about $\frac{1}{2}$ oz. of gelatin to a pint of liquid, which in this case would be orange juice, pulp and grated peel. The sweetening is managed by the addition of saccharin, which, however, should be added cautiously, as an excess is objectionable to the taste.

S. T. S. (13/78).—SILVER FISH.—The insects are specimens of *Lepisma saccharina*, the silver fish. These insects live upon starchy materials such as crumbs, debris of paste from behind wall-paper, and so forth. In this country they seldom do any damage, except where starch is used as a finishing, when they sometimes destroy articles in order to get at this material. The best means of getting rid of them is to use some form of poison bait, such as:—

Sodium fluoride	...	...	6 parts
Pyrethrum powder	...	...	2 parts
Corn starch	...	...	2 parts

G. G. R. (13/78).—CEMENT TO RESIST ALCOHOL.—Soak overnight a quantity of glue with an equal amount of water; next morning melt it over a gentle heat and add fine white lead; mix well, and add a little acetic acid, carbolic acid, oil of cloves, or any other ethereal oil, to prevent putrefaction. This cement is also adapted for flexible objects like leather. It will not withstand boiling water, as this softens the glue.

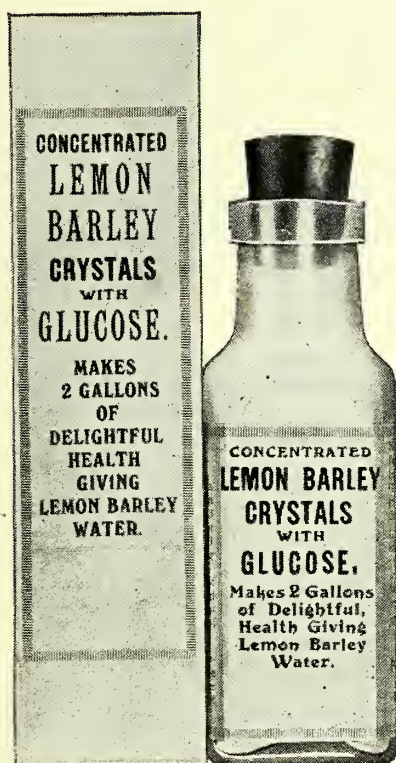
Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," August 15, 1885

The Fixation of a Colour

For some time past we have all seen occasionally a brilliant green colour known as "aldehyde green"; we believe that considerable fortunes have been made by it, though our note-book does not allude to that point. Now it appears that in 1861 a French gentleman, M. Larett, much interested in dyes, obtained a very beautiful blue by the action of ordinary aldehyde upon a solution of some salt of rosaniline in sulphuric acid. Magnificent as it was, the colour proved utterly useless, as nothing appeared capable of fixing it on the tissues. A chemist named Cherpin was making vain efforts to fix this blue when he happened to meet a friend—a photographer—to whom he told his deplorable story. "You cannot fix it?" exclaimed the latter; "why not try hyposulphite of soda? that is the substance we always use for fixing the photographic image." Curious to relate, the chemist Cherpin (who ought to have known better) did try the salt mentioned by the photographer, and the result was that the blue colour was at once transformed into the magnificent aldehyde green dye—a most important discovery.

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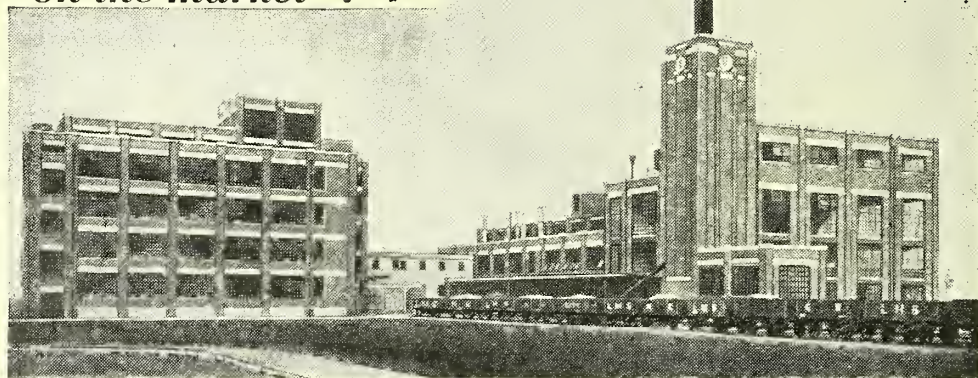
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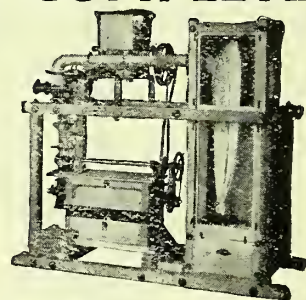
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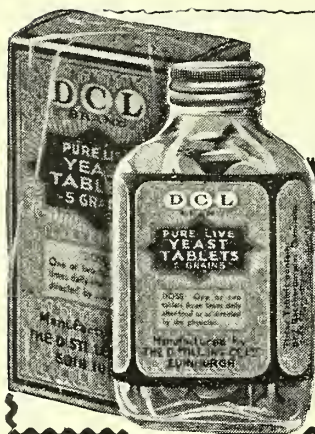
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& BRINGS CUSTOMERS INTO YOUR SHOP

The window display illustrated above definitely sells 'ASPRO'. It connects up with the largest advertising campaign of its kind in the world. When you display it, you get the benefit of 'ASPRO' advertising just as though you paid for the advertisements yourself—the non-displayer loses customers and loses profit. The present change of the weather conditions is causing a great demand for 'ASPRO'. We suggest, therefore, that if you have an 'ASPRO' display you show it. If you have not one—then write us to-day, and we will send the above set by return of post. Do not forget, either, the 'ASPRO' service of Chemists' envelopes and bags. They are good business pullers—they save you money. Let us assure you here that our sales activities are

being vigorously pushed. House-to-house broadsheeting is in operation, backed by heavy national advertising. We advertise 'ASPRO' continuously. If you keep on displaying 'ASPRO' advertising material 'ASPRO' customers will keep on coming to you.

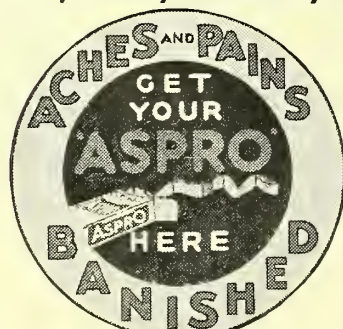
'ASPRO' consists of the purest Acetylsalicylic acid that has ever been known to Medical Science, and its claims are based on its superiority.

Made in England by

ASPRO LTD., SLOUGH, BUCKS.

Phone: Slough 608

No proprietary right is claimed in the method of manufacture or the formula.



AN 'ASPRO'
WINDOW STICKER



The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

AUGUST 24, 1935

28 ESSEX STREET, LONDON, W.C.2

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and for **SALE, PREMISES WANTED, PARTNERSHIPS, GOODS for SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)
SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)
SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)
LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)
MISCELLANEOUS (Wholesalers' Section) for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)
EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2
 Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

CLOSING FOR PRESS

must reach us
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for insertion in this Supplement

ORRIDGE & CO.

56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

- 1.—SOUTH LONDON.—High-class Retail and Dispensing Business occupying excellent position; attractive pharmacy, very well fitted and stocked; returns last year £3,200; this year shows an increase; stock and fixtures worth about £1,400; offers invited.
- 2.—EAST LONDON.—General Retail Business with large Panel; returns about £45 weekly; rent £80; sublet £60; stock and fixtures worth about £750; reasonable offer will be accepted.
- 3.—LONDON, N.W.—Drug Store; returns £10-£15 weekly; gross profit 30 per cent.; net rent £23 per annum, which includes 3 living rooms; price £225.
- 4.—SURREY (ATTRACTIVE TOWN).—Middle-class Business with Kodak Agency; well established; returns £1,456; net profit approximately £400; living accommodation and room for garage; rent £98; long lease; price £950.
- 5.—KENT.—Attractive Pharmacy occupying commanding position; returns nearly £100 per week which includes £30-£35 weekly from Radio; reasonable purchase price will be accepted; further details on application.
- 6.—WIMBLEDON.—Middle-class Business with increasing turnover, current year approaches £1,200; reasonable rent; ample living accommodation; good garden (not overlooked); price £650 or near offer.
- 7.—LONDON, W.I.—Old-established Business; returns about £2,000 per annum at good prices; price for quick sale £750, which is less than the value of stock and fixtures.
- 8.—S.E. LONDON.—Old-established Business for immediate disposal at sacrifice price; present returns about £20 weekly; scope for increase; rent £85 rising to £90; garage sublet at 10s. weekly; price £450, which is considerably less than the value of stock and fixtures.
- 9.—NORTH LONDON.—Main road Business; returns, under management, at the rate of £1,700 per annum; good-sized house; rent £130; held on lease; stock and fixtures worth about £800; price to be arranged.
- 10.—ESSEX.—Good-class Family Business in Seaside Town; must be sold forthwith on account of ill-health; returns last year £2,650; attractive shop; excellent position; price for quick sale £1,000, which is considerably less than the value of stock and fixtures.
- 11.—WORCESTERSHIRE (Death Vacancy).—Middle-class business with N.H.I.; increasing turnover, current year will approach £1,000; modern shop with 7-roomed house; rent £36 8s. per annum; price £260.
- 12.—ISLE OF WIGHT.—Old-established Business; returns about £2,000 per annum; rent £86, which includes house; price to be arranged; further details on application.
- 13.—LEICESTERSHIRE.—Chemist and Optician's Business; increasing turnover, 1934 being £1,300; net profit £323; good living accommodation; rent £104 per annum; lease will be granted or property may be purchased; price required for business £1,000 or valuation terms entertained.
- 14.—HERTS.—Country Business with Kodak Agency; returns present rate £26 weekly plus N.H.I. £3 per month, previously £2,000 per annum; good house and large garden; rent £50 per annum; stock and fixtures £350 to £400; reasonable purchase price.
- 15.—EASTERN COUNTY.—Wholesale and Retail Chemist Business; returns 1934 £10,458, increasing; freehold premises also for sale; stock and fixtures worth about £4,100; further details on application.
- 16.—MANCHESTER (NEAR).—Medium-class Business; returns 1934 £1,000, steadily increasing; net profit 40 per cent.; modern house at present sublet; total rent 35s. weekly; lease to suit purchaser; no near opposition; price £475 or near offer.
- 17.—SOUTH DEVON (COAST).—Good-class Pharmacy with High-class Toilet and Perfumery; returns 1934 £2,775; scope for large increase; handsome premises in centre of high-class shopping thoroughfare; stock and fixtures worth about £2,400; valuable Lease; price to be arranged; part can remain on substantial security.
- 18.—WEST OF ENGLAND.—Good-class Dispensing Business with small Optical connection; established 50 years; improving turnover, current year will be well over £1,600; gross profit fully 45 per cent.; living accommodation; rent £120; price £1,100 or near offer.
- 19.—SOUTH COAST.—Old-established Good-class Pharmacy in central position; returns last year £3,320; net profit £750; further details to genuine buyers.
- 20.—MERIONETHSHIRE.—Old-established Family Business with Optics and Surgical; returns exceed £1,000 per annum; large house and out-buildings; property can be purchased for £900; price of business about £725; further details on application.
- 21.—SOUTHERN SEA PORT.—Neglected business for immediate disposal; returns last year £1,100; exceptional site; price £450.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

ERNEST J. GEORGE & Co.

Bank Chambers, 329 High Holborn, London,
Telephone Nos. : Holborn 7406 & 7407 (2 lines) **W.C.1**
-15 Bridge Street, Walsall Telephone : Walsall 3774

Lancashire and District Representative : Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone : Great Moor 2405

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.

(C1) LONDON SUBURB (Retirement Vacancy).—Established main road business, with living accommodation, situated in working-class district; turnover upwards of £3,750 per annum; net profit approximately £1,100; large panel; capital required for purchase of business and leasehold property, about £4,000; please supply Bankers' references.

(C2) LONDON, S.W.—Owner having purchased another business an immediate sale of his present concern is essential, and the first reasonable offer will be accepted; turnover approximately £3,200 per annum; situated in good-class district; full details upon application.

(C3) HERTFORDSHIRE.—Country business doing approximately £27 per week; scope for considerable increase; good-sized house with large garden; rent £50 per annum; reasonable purchase price.

(C4) BLACKPOOL.—Good-class pharmacy occupying prominent position; old-established; turnover upwards of £1,700 per annum; net profit to owner-proprietor, £450, with plenty of scope for increase; price about £750, including stock £450; very attractive proposition.

(C5) MORDEN (NEAR).—Good middle-class business with some optics; steadily increasing returns, which for last financial year amounted to £1,878; net profit, £400/£450; modern flat above; stock and fixtures estimated at £950; for quick transaction owner will sell at sacrifice price of £1,100 all-at; splendid opportunity particularly for chemist-optician.

(C6) MUSWELL HILL (NEAR).—Good family business in present hands 40 years; large panel; turnover now approximately £1,500 per annum, with plenty of scope for further increase; self-contained house; owner retiring; £300 is asked for goodwill plus value of stock and fixtures; open to offer.

(C7) WILTSHIRE.—Unopposed business; turnover £20/£25 weekly; rent and rates £54 per annum; good living accommodation with garage; owner has bought larger business and requires to realise immediately; stock and fixtures approximately £370; £500 all-at or offer, accepted for quick sale.

(C8) KENT.—Unopposed country business with modern house including large orchard-garden; property can be purchased, or leased at £85/£90 per annum; price £950 including stock and fixtures estimated at £700.

(C9) HIGHBURY (NEAR).—Cash drug store in good residential area; returns approximately £1,200 per annum; good scope for N.H.I. and private dispensing; living accommodation; property for sale or lease at £120; owner retiring; stock approximately £410; price asked, including stock, lease, goodwill and fittings, £800.

Valuations for transfer, probate, income tax, etc., promptly executed at economical rates.

BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—SOMERSET.—Good-class Retail and Dispensing Business, increasing returns, this year about £1,600; good profits; attractive Pharmacy with excellent living accommodation; owner leaving Pharmacy; price £1,100; trial allowed.

2.—WESTCLIFF-ON-SEA.—Sound progressive Cash Business; returns £1,363, net profit £335; audited books; modern corner shop, flat over; rent £100; price £800 or first reasonable offer.

3.—SOUTH COAST.—Good-class Family and Dispensing, not a seasonal trade; returns £1,900; gross profit over £700; double-fronted shop (lock-up); well fitted and stocked; good position; price £1,450; personally recommended.

4.—HERTS.—Good Middle-class Cash Retail; in main-road position in important town; returns about £30 weekly; plenty of scope; large shop with house attached; illness compels sale; price £850 or offer; personally recommended.

5.—SALISBURY (near).—Sound Country Business; returns £1,100, increasing; net profit £250; good house, garden and garage; water and electric light; rent and rates £54; price for early sale £595, or near offer.

6.—HANTS.—Old-established Country Business; returns approaching £30 weekly under management; low rent; good scope for increase; stock and fixtures worth £500; price £600.

7.—NORTH LONDON (Death vacancy).—Good-class Suburban Business; returns average over £60 weekly; splendid position; capable of increase; good living accommodation; fully stocked; price £2,000 cash or valuation, terms arranged; personally recommended.

8.—ESSEX COAST.—Splendid opportunity; good Middle-class Business; returns over £2,600, gross profits £835; stock and fixtures worth over £1,400; attractive Pharmacy; sacrificing on account of ill health at £1,000.

9.—LONDON.—Well-established Manufacturing Business, chiefly Toilet Lines to the Wholesale Trade and Export; average turnover approaches £8,000 per annum; plenty of scope; convenient premises, on lease at nominal rent; stock, fixtures and plant worth over £2,000; further details on receipt of references.

Lowest Terms for Stocktaking

We are now booking up dates for September onwards, please let us quote for yours.

Estab. 1870.

Telephone: Terminus 3574.

S. F. CLARK, F.N.A.A. ^{Phone: Prospect 3366}

CHEMISTS' VALUER & TRANSFER AGENT

34 Marksbury Avenue, Richmond, Surrey

PERSONAL, PROMPT, and CONFIDENTIAL SERVICE is available to pharmacists in all parts of the British Isles, in matters of business transfer, valuations for all purposes, partnerships, and mortgage requirements.

Appointments arranged to suit individual convenience.

THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,

Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.

Enquiries Invited.

JOHN BRIERLEY, F.N.A.A.

THE RECOGNISED CHEMISTS' VALUER & TRANSFER AGENT
135 Queen Street, Newton Heath, MANCHESTER

"A reputation behind every transaction."

"SOUND BUSINESSES WANTED."

Expert Service - Personal Attention

"Your Interests are mine." (Tel.: Falsworth 1913)

PHARMACEUTICAL FORMULAS (P.F., Vol. I). Price 15s., by post 15s. 9d.

PHARMACEUTICAL FORMULAS (P.F., Vol. II). Price 15s., by post 15s. 9d.

"THE CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BOLTON.—Growing district; unopposed nicely fitted Modern Pharmacy, with living accommodation, bath, electric fittings, garden if desired; turnover at present time about £700, could be greatly increased; scope for Optics; rent and rates £45 per annum; stock, fixtures and fittings £275. 232/51, Office of this Paper.

LONDON (Death Vacancy).—Old-established Business; under management; great scope for live man; good position; neglected through long illness; for quick sale £600; stock, fittings, goodwill; lease; absolutely genuine; no agents; full particulars to bona fide buyer. Write P.C.B. 173/25, Office of this Paper.

LONDON, N.—Main road, very old-established business for immediate sale at a sacrifice; owner retiring; stock and fixtures valued £350; heavy N.H.I.; separate entrance; rent £57 10s.; let off £58 10s., rates £23; first reasonable offer accepted for immediate sale. Reply Manager, 404 Essex Road, N.1.

LONDON, W.—Double-fronted Cash Drug Stores, with Photographic, good living accommodation and bathroom, for disposal; mahogany fittings; takings average £25 weekly; good profits; lease 12 years; rent £100; excellent position; splendid chance for Qualified; further particulars to bona fide applicants; price £800 or nearest offer. 231/8, Office of this Paper.

MIDDLESBROUGH.—Owner retiring. A Genuine Business for Sale; in same hands for 30 years; stock and fixtures at valuation; excellent dwelling house attached; plenty of scope for increase; about £400 required. Wrothwell, Russell Street.

NORTH LONDON (abutting on Main Road, good position).—Long-established Drug Stores; shut-up shop and cellar; prolonged illness reason for disposing; turnover £400 per annum, reduced through neglect; stock £40; good fittings; electric light; rent 23s. 8d. weekly (inclusive); tenancy transferable; low price £150; good opportunity for Qualified man. 230/5, Office of this Paper.

A BARGAIN.—Going concern in main road of large manufacturing town; turnover small, but can be trebled with further capital; offered at a sacrifice, £400, which is less than value of stock and fixtures; N.H.I. average 600 per month; Kodak, Ucal Agencies; living accommodation. 232/14, Office of this Paper.

SMALL Wholesale Business for Sale; includes large quantity stock, showcards, cutouts, stationery, corrugated uppers, cartons and registered "Trade Mark"; about 150 accounts; has been neglected; would suit chemist to push in his own business and to extend among others. Complete details on application to proprietor. An absolute bargain, £100. 232/171, Office of this Paper.

BUSINESSES WANTED.

BRISTOL.—Established Dispensing business wanted by private Chemist with cash available, one taking £2,000 or upwards (without Optics); good living accommodation and long lease essential. Full particulars in first letter, strictly confidential. Early replies desirable. 228/1, Office of this Paper.

GENUINE Business wanted in Welsh country town (non-industrial). Advertiser has capital available for immediate purchase and can offer every evidence of means and bona fides; business of retiring chemist most desirable. 231/17, Office of this Paper.

PRIVATE Chemist requires High-class Dispensing Business, with Photo and Toilet connection, opening for Optics, on South Coast, Brighton preferred; scope for development, preferably non-seasonal; net profit £700 or over; living accommodation, but not essential; £5,000 available; would consider partnership view succession; must bear investigation. Replies in confidence to 231/23, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

WELL-ESTABLISHED Business wanted in busy main street, London or suburbs. Communicate all particulars in confidence to 9 Old Deer Park Gardens, Richmond, Surrey.

PREMISES TO LET.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

IPSWICH.—To Let, the Business Premises at 75 Bramford Road, Ipswich, until recently carried on by the late Mr. Shellcross (formerly Pain & Bayles, Chemists). Apply 231/26, Office of this Paper.

MANCHESTER, 13 miles distant, Chemist's Modern Shop, with living accommodation in pleasant, growing district; electric light, bath, low overhead charges; in present hands 5 years; chemist removing stock and fixtures out of Lancashire; rent £35 per annum; first offer for property above £400 accepted. 232/5, Office of this Paper.

ROMFORD (North Street).—Excellent for Chemist Shop; close multiple and new estates; situated amongst parade 15 shops; commencing rent £120. Apply Owner, 80 Mount Pleasant Lane, Clapton.

AN OPPORTUNITY

A REALLY First-class CHEMIST is badly needed in one of the **PRINCIPAL SHOPPING PARADES** at **SOUTHGATE**.

Excellent shops and upper parts in a picked position from £175 per annum.

CLAUDE LEIGH,

16 Hanover Square, London, W.1.

Mayfair 5454.

PREMISES.**"KENT'S BEST" VALUE**

TO CHEMISTS. — EXCEPTIONAL OPPORTUNITY OCCURS to secure an Up-to-date Modern Shop and House on large new estate at one of the most rapidly developing spots on the **KENT COAST**; a Chemist is urgently needed to work in conjunction with Doctor; price £850 FREEHOLD; terms arranged; sole right of trade granted.

FRANK BUTLER,

"White Lodge," Queen's Road,

Tankerton, Whitstable, Kent.

APARTMENTS.**THE HAMPDEN RESIDENTIAL CLUB**

FOR GENTLEMEN, Hampden Street, N.W.1. Close to King's Cross and Euston. 300 Bedrooms. 12s. 6d. to 25s. per week, including bath, attendance and boot cleaning. All meals à la carte in dining room. Moderate tariff. Large Club Rooms, Library, Billiards Room, Reading Room and Study for Students. Illustrated Prospectus from Secretary. Euston 2244/5.

PARTNERSHIPS.

GERMAN Druggist (28) is desirous of Partnership in Drug and (or) Photographic Stores; experience Photography, Showcard Writing and Painting, also Window Displays; not afraid of work. Write with full particulars to Postlagerkarte 112, Hamburg, Germany, Schluterstrasse.

HERBALIST with Country Business seeking retirement would like to meet person interested with small capital to learn the business and subsequently take over, with valuable formulas. Reply in first instance: C., 216 Victoria Road, London, N.22. Will interview in London.

AGENCIES.

ADVERTISER, lengthy experience in the Wholesale Drug business in New Zealand, desires to obtain Agencies or Representation in New Zealand for firms connected with the trade. 224/19, Office of this Paper.

SALE BY AUCTION.

By Order of the Receiver and Manager, Norman Cramp, Esq.,

Re The London Perfumery Co., Ltd.

387-389 CHAPTER ROAD, CRICKLEWOOD, N.W.2.

PLANT AND STOCK OF A MANUFACTURING CHEMIST.

A Roberts Patent Filling Machine, 3 Dalton Containers, Steam Jacketed Mixing Pan, 2 Boiling Pans, Scales and other LABORATORY EQUIPMENT.

Bath Salts, Hair Creams and Oils, Lotions, Essential Oils, Wet and Dry Chemicals, 25,000 Fancy Bottles from 8 oz. to 1 oz., Fancy Boxes, Jars, etc.

OFFICE FURNITURE

FRANK G. BOWEN, LTD.,

will Sell by Auction on the premises as above on Tuesday, 27th August, 1935, at 1 o'clock precisely. On view day prior and morning of Sale. Catalogues may be had of Norman Cramp, Esq., Messrs. Barrett, Cramp & Gregory, 38 Gt. Smith Street, S.W.1, Leslie A. Fawke, Esq., Solicitor, 57 Conduit Street, W.1, and of the Auctioneers, 62A Aldersgate Street, E.C.1.

WINDOW-DRESSING.

MANUFACTURERS AND RETAILERS.—Experienced Display Man, with successful Sales-Producing Records, is prepared to arrange Business-Pulling Displays for those firms requiring occasional service. Jackman, 91 Woodyates Road, Lee, S.E.12. (Lee Green 1194.)

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BUCKS (near London).—Junior Assistant required, chiefly for Dispensing. Particulars of salary, etc., to 231/12, Office of this Paper.

FLEETWOOD.—Qualified Locum required immediately for three or four weeks. Apply, stating salary and usual particulars, to James Lofthouse & Co., Ltd., 103 Lord Street, Fleetwood.

LONDON.—Qualified Lady required; Counter and Dispensing; keen Saleswoman; applicants please give usual details, when disengaged, salary, age, etc. 232/32, Office of this Paper.

LONDON, N.—Locum, well up in Dispensing, required from September 2nd to September 14th; qualification not essential. Phone Finchley 0255 after 2.30, or write F. J. Sandberg, 22 Regent's Parade, North Finchley, N.12.

LONDON, S.E.—Qualified Assistant wanted for October 1st; apply with usual particulars; state salary required; applications not answered in 7 days respectfully declined. 232/35, Office of this Paper.

MAIDENHEAD.—Temporary Assistant wanted for September 2 for at least one month (probably longer). Full particulars in first letter to "B," 23 College Avenue, Maidenhead.

MIDLANDS.—Unqualified Assistant, young, reliable Dispenser; N.H.I.; private and Counter work; man with pleasing personality. Apply, stating salary, experience, etc., and enclosing photograph if possible, to 229/4, Office of this Paper.

PLYMOUTH.—Assistant, Unqualified (26-30); used to high-class Pharmacy; single; must be competent Dispenser, good Window-dresser; full particulars in first letter. Balkwill & Co., Pharmacists, 106 Old Town Street, Plymouth.

WILLESDEN, N.W.10.—Wanted, Young Lady Assistant, Unqualified, able to attend Counter; Window-dressing and Dispensing. Give full particulars of reference, age and salary to 266/616, Office of this Paper.

A SMART Unqualified Young Man wanted for London suburb; must be good Dispenser and Counter Hand. Please give all particulars in first letter, P.C.B. 173/23, Office of this Paper.

A N Unqualified Junior (21-25); must be good Salesman, Window-dresser; quick; for middle-class business; September 23rd; references must bear strict investigation. Apply by letter to Chemist, 9 Thurlstone Road, West Norwood, London, S.E.27.

A SSISTANT, fully Qualified, preferably Lady, required for shop in seaside town near London; give particulars experience, age, salary, photo if possible. 225/3, Office of this Paper.

A SSISTANT, Unqualified; accurate, quick Dispenser and Counter; state experience, age, salary and enclose photo (if convenient). Raynes Dispensing Chemists, Ltd., 14 John Bright Street, Birmingham.

C APABLE Man; take complete charge Old-established Rubber Surgical Stores, West End; excellent references required. Phone appointment, Temple Bar 6194.

D ISPENSER, Locum, wanted for four weeks commencing September 2nd. State age, qualification, if any, and give particulars of experience with copy of recent testimonial, Ashton, 46 Dyke Road, Brighton.

J UNIOR Assistant (about 25) required for Good-class Retail; must have had good experience in Dispensing, Window-dressing, Salesmanship; write with usual particulars, salary required. Coley, Chemist, Stroud, Glos.

J UNIOR Assistant; good all-round experience; quick and accurate Dispenser essential; give fullest particulars, age, experience, salary, when disengaged in first letter. Massingham's Ltd., 340 Green Street, Bethnal Green, London, E.2.

J UNIOR Assistant, Male, for High-class Business; capable of undertaking Developing and Printing; state full particulars, age, height and salary required (outdoors), etc. Williams & Smith, Chemists, 21 West Street, Horsham, Sussex.

L ADY Assistant, Unqualified; reliable, quick and accurate Dispenser, N.H.I.; smart Saleswoman; good appearance; well up in first-class Toilet articles and high-class Perfumery; full particulars wages, testimonials, including two last situations; photo; August if possible. Bell, Ph.C., Mansfield.

L ADY Assistant (25-30), Unqualified; permanent; reliable Dispenser, good at Counter and Window-dressing; commence September 9th; can wait suitable applicant; full details in letter, salary, etc.; interview necessary. Day, Aldershot Road, Guildford.

L OCUM, Qualified; indoors; small Family and Dispensing Business, London, S.E.; required from August 31 to September 14 or longer; state terms (moderate). 266/614, Office of this Paper.

L OCUM, qualification not necessary, for two weeks from September 2nd. Apply, stating age, experience and salary required, to H. M. Harvey, 3 Beeches Avenue, Carshalton, Surrey.

L OCUM, Qualified or Unqualified, required for fortnight commencing September 2nd; state salary required. Paignton Co-operative Society, Winner Street, Paignton, Devon.

M ANAGER, Qualified, for Drug, Photo and Perfume Department; permanency; give full details of experience, age, etc.; enclose photo; state salary required. Jarrold & Sons, Ltd., London Street, Norwich.

M.P.S., LADY; just Qualified would suit; permanency; Ealing district; small salary to commence. State usual particulars to 231/21, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

PHARMACY.—Female Assistant required; must have had general pharmaceutical and shop experience; widows and single persons only considered. Apply in writing, stating age and experience, to the Staff Manager, Royal Arsenal Co-operative Society, Ltd., 148 Powis Street, Woolwich, S.E.18. Endorse envelope "Pharmacy." Note.—Canvassing of members of the General Committee or Officials will disqualify.

QUALIFIED Assistant; able to take charge high-class business in Surrey; young, single; must have good Dispensing experience; excellent prospects and an interest in business given later to applicant prepared to do his best. Chemist, c/o 6 Norrybridge Villas, Plympton.

QUALIFIED Assistant, also Unqualified Assistant (male), wanted for Branch. Apply, stating age, experience, salary required, to Head Office, Wm. Fox & Sons, Ltd., 109-111 Bethnal Green Road, London, E.2 (10 minutes from Liverpool Street).

QUALIFIED Assistant, single, wanted at once (age between 27-40); Dispensing, Counter and Window-dressing, with knowledge of Photography. All particulars in first letter, with recent photo. E. M. Willis, Easton, Portland, Dorset.

QUALIFIED Assistant, single, wanted immediately; good Window-dresser; London suburb. Apply by letter, 265/608, Office of this Paper.

QUALIFIED Assistant, S.W. District, required immediately; permanency; must be a good Window-dresser and smart Counter Hand. Write, stating wages, experience and when disengaged, 232/31, Office of this Paper.

QUALIFIED Chemist-Optician (J.C.Q.O.) wanted, on or before September 16th, to manage new branch in busy area; must be well educated, experienced and capable in all branches; good salary and commission to right man. Apply in writing, stating full particulars, or in person, to J. Yardley, c/o Yardley & Co., High Street, Hornchurch, Essex.

QUALIFIED.—Holiday Relief, Male, wanted Friday, September 13th, to Saturday, 28th, inclusive; South London suburb (half-hour tram or bus Charing Cross or City); usual particulars; if not answered 7 days please consider suited. 173/19, Office of this Paper.

QUALIFIED Lady Assistant required. Applications, stating age, experience and salary required, to be forwarded to the Managing Secretary, Gravesend Co-operative Society, Ltd., 3 Harmer Street, Gravesend.

QUALIFIED Lady Assistant wanted; with possibility of management; salary and commission. Telephone Ealing 1629.

QUALIFIED Lady wanted immediately to manage small branch business just starting in Sussex; live in, in private house. State age, salary, references, in first letter. 232/19, Office of this Paper.

QUALIFIED Locum or Assistant required, for one month or longer, from September 2nd; please give age, experience and salary required in first letter; applications unanswered in one week respectfully declined. H. Cooper, 22 High Road, Streatham, S.W.16.

QUALIFIED Manager (not over 40) wanted; South Coast; competent and quick Dispenser, Prescriber; good personality; please give all particulars, with photo. 232/34, Office of this Paper.

QUALIFIED Optician (J.C.Q.O.) wanted, with initiative; must be competent Refractionist, capable Salesman and have a knowledge of Pharmacy; permanent and progressive post; West Riding of Yorkshire. State age, experiences in full, references and salary required. 232/55, Office of this Paper.

RETAIL Chemist Stores acquiring further branches have several vacancies for Branch Managers; must be prepared to take a financial interest; salary from £250. Write in first instance, giving fullest particulars of qualification and capital available, 266/615, Office of this Paper.

SELFRIDGE & CO., LTD., Oxford Street, London, require experienced Counter Assistant (lady); able to take prescriptions. Apply Staff Office.

SEPTEMBER 16th.—Unqualified Assistant (male), or well-trained Junior, for good-class Dispensing Business and Retail; must be good Dispenser and keen worker; permanency to right man; all particulars in first letter; applications unanswered in six days respectfully declined. H. Reynolds, 15 West Avenue, Worthing, Sussex.

SHANGHAI MUNICIPAL COUNCIL PUBLIC HEALTH DEPARTMENT ASSISTANT PHARMACIST

APPLICATIONS are invited for the post of Assistant Pharmacist in the Public Health Department.

Candidates must be Qualified Pharmacists possessing a Statutory Qualification in Pharmacy and allied subjects and capable of adaptation to the routine of Institutional Pharmacy and of collaborating in Technical matters with Medical Officers of the Health Department and with visiting Physicians to the Council's Hospitals. Additionally a sound business training is essential.

Candidates must be under 30 years of age and unmarried, the selected candidate being required to pass a medical examination as to physical fitness.

The salary for the first three years is Chinese dollars 559 per month, thereafter rising by triennial increases up to \$104 per month to a maximum of \$874 per month subject to satisfactory service. The Chinese Standard Silver Dollar is used in Shanghai. At the present rate of exchange a Chinese Dollar equals about 1s. 6d.; exchange, however, is subject to fluctuation.

First-class passage, together with half-pay during the voyage, is granted. Free medical attendance and hospital accommodation at the Council's standard rates are also provided, and there is participation in the benefits of a Superannuation and a Pension Fund.

Service is under Letter of Appointment—Class "L," i.e., local conditions of service, which is for three years in the first instance. Should services be retained the selected candidate is eligible for transfer to Class "A" conditions of service after completion of five years' service in Shanghai. Class "A" conditions include the benefit of long leave up to seven months with pay and passage to the home country, service from date of first appointment counting towards the qualifying period of five years for long leave.

Further details as to the Conditions of Service may be obtained upon application to the Council's Agents, Messrs. John Pook & Co., 68 Fenchurch Street, London, E.C.3, to whom all applications, giving full information as to qualifications and experience and accompanied by copies of at least three recent testimonials, should be addressed.

TEMPORARY Assistant wanted in September for middle-class business in Middlesex; must be a Salesman; suit Student. 230/4, Office of this Paper.

THE London Co-operative Society, Ltd., require the services of an experienced Unqualified Female Pharmacy and Toilet Assistant. Apply in first instance to the Pharmacy Manager, 24 Martin Street, Stratford, E.15.

UNQUALIFIED Assistant (not over 35) required immediately; salary £3 weekly; state age, height, experience and references (to bear the strictest investigation). Please enclose photo if interview cannot be arranged to Secretary, Churchills Chemists Ltd., 350 High Road, Tottenham, N.17.

UNQUALIFIED Locum; immediately for two months, probable permanency; good Window-dresser and N.H.I. Dispensing experience. State age, wage, references, etc., in first letter; applications not answered in 7 days respectfully declined. Alex. W. Ardagh, Ltd., Woodlands, nr. Doncaster.

UNQUALIFIED (Male).—Smart Assistant (20-25) required immediately; Victoria, S.W. Full details and salary required to P.C.B. 173/20, Office of this Paper.

WANTED, at once, competent Improver, or Junior Assistant, for brisk Dispensing and Family Retail; good Dispensing experience essential; state salary required and full particulars; applications unanswered in one week declined with thanks. Smith, Chemist, 233 Birchfield Road East, Northampton.

WANTED at once for about 6 weeks, Unqualified Assistant for Counter and Dispensing Business; Photographic knowledge essential. State salary and usual particulars to Holman, Ham & Co., Ltd., 9 The Quay, Bideford, Devon.

WANTED AT ONCE.—Qualified Locum, August 26 to September 7; state terms. Bell & Jones, 110 Lichfield Street, Walsall. 'Phone 3423.

WANTED IMMEDIATELY.—Experienced Young Lady Invoice Typist; must be quick at figures; progressive position. Savory & Moore, Ltd., Lawrence Road, Tottenham, N.15.

WANTED.—Qualified Man; single; capable of taking charge of branch; elderly not objected to if active. Write, stating age, experience and salary required, "Chemist," 10 Burford Road, Bickley, Kent.

WINDOW-DRESSER.—Smart, capable man required by multiple Chemists; must have previous experience; good wage and travelling expenses. Apply 232/39, Office of this Paper.

YOUNG energetic Qualified Chemist, of good appearance, required as Manager. Full particulars to 232/390, Office of this Paper.

WHOLESALE.

EAST LONDON Firm of Manufacturers of Sundries require as Packer and Stock-keeper an experienced man (between 30 and 40); married preferred; knowledge of bottles and glassware desirable. Applications must contain full particulars, references and salary asked. 265/605, Office of this Paper.

LONDON and South Coast Representative required by old-established house for best selling lines in the trade; commission only; non-competitive line not objected to. Apply, giving full particulars, to 266/618, Office of this Paper.

LONDON Manufacturers of High-class Toilet and Beauty preparations (packed and in bulk) require energetic Provincial Representatives with first-class connection amongst Chemists, Stores and best Hairdressers; on salary and commission basis; representatives already acting for one or two non-competing firms considered; permanency for right men; bond required. Box 265/606, Office of this Paper.

SCOTLAND.—Representation offered one good Proprietary or Toilet Line by established Glasgow firm with own Travellers and Warehouse; sales development and distribution assured; representatives limited to six lines. 266/612, Office of this Paper.

AN Opportunity occurs for a well-trained Unqualified Assistant desirous of entering the Wholesale; applicants should not be under 25 years of age, have initiative and fond of work. Full particulars of experience, age and wages required to 232/16, Office of this Paper.

EXCELLENT Opportunity for First-class Representatives on Sales Staff of firm marketing world-known Products; part expenses and liberal commission paid; no objection to carrying non-competitive lines; territories available: Scotland, North Wales, Gloucestershire, Midlands, Wiltshire, Somerset, Dorset, Devon, Cornwall; only those with established connections among Chemists and Druggists need apply. Write 265/611, Office of this Paper.

HIGH-CLASS Perfumery House requiring Representative for the South Coast of England, including the counties of Hampshire, Berkshire, Surrey, Sussex, Kent, to the fringe of Greater London; must have good connection with Chemists and Departmental Stores; applications only required from men with good sound connection; excellent salary, car allowance, etc. 265/607, Office of this Paper.

MANUFACTURING Chemists require Salesmen in Midlands and four Northern Counties to carry, on liberal commission basis, attractive lines, several nationally advertised, in addition to present Agencies; good opportunity for right men. Full particulars in confidence, 266/613, Office of this Paper.

REPRESENTATIVES required for London, Lancashire and other districts, on commission basis, for exclusive Carded Article for Stores, Chemists, Hairdressers, etc. P.C.B. 173/18, Office of this Paper.

REPRESENTATIVES, with connections amongst Chemists, wanted for Lancashire, Midlands and West of England; well-known line; salary and commission; no objection to one or two additional non-competitive lines being carried. Full particulars, giving age, experience, etc., to 265/593, Office of this Paper.

SALES Manager with a thorough knowledge of Sales Promotion amongst Wholesale and Retail Chemists wanted by a large firm of Cod Liver Oil Producers and Refiners. Applicants should give full particulars of experience and state age and salary expected to 265/609, Office of this Paper.

TRAVELLER with experience of and connection amongst the Wholesale and Retail Drug Trade wanted by a large firm of Cod Liver Oil Producers and Refiners. Applicants should give full particulars of experience, territory previously covered, also stating age and salary expected, to 265/610, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—ASSISTANT (23) desires situation West End; excellent experience; disengaged; references. "K," 47 Aldbourne Road, W.12.

A.A.—M.P.S. (21), thoroughly experienced, desires post, preferably with Chemist-Optician in Liverpool or London district, with opportunity for study in Optics; highest references. Frytherch, Medical Hall, Holyhead.

A.—LOCUM or permanent; tall, adaptable; Senior; unregistered; experienced all branches; Loudon, seaside; highest references; wires. "Mac," Wotton-under-Edge, Glos.

AN experienced Qualified Man (27) desires change; single; well educated; good references. "Chemist," 15 Woodbury Park road, Tunbridge Wells.

APOTHECARIES' HALL.—Lady Dispenser wants morning work, 9 till 12 or 1; New Cross, Peckham and Camberwell district. 252/48, Office of this Paper.

AS Locum or Temporary Assistant; abstainer; excellent references; varied experience; at liberty. G., Chemist, 42 Alexandra Road, Southampton.

ASSISTANT or Locum; Counter, Dispensing, Photography; energetic, active, unqualified; good references; disengaged. "K," 62 Blenheim Road, East Ham, E.6.

ASSISTANT; West End experience; disengaged September 2nd; Counter and Dispensing; good reference; locum or permanency. Write to M. G. Birch, 4 Melrose Gardens, Shepherds Bush, W.6.

ASSISTANT (21), Qualified, Dispensing, Counter, Photographic, seeks position with Chemist-Optician; free beginning October. Alexander Florence, c/o McNeil, 2 Church Street, Gourock, Renfrewshire.

ASSISTANT (25), Unqualified, desires situation in or near London; 7 years' all-round experience; free October 7th. 251/13, Office of this Paper.

ASSISTANT (27), Unqualified, tall; Counter, Dispensing, Window-dressing, Photographic; West End experience; excellent references. D. Vaughan, 167 Princes Avenue, Kingsbury, N.W.9.

EXPERIENCED Assistant (30), Unqualified, desires change; accustomed to brisk good-class Family Business with heavy Dispensing; present position 4 years; South preferred; free one month. 232/54, Office of this Paper.

F.S.M.C. (26), with 8 years' Pharmaceutical experience, desires to meet Chemist whose district provides scope for an Optical practice; London or near; own equipment. Stephens, 84 Stowe Road, W.12.

LADY Dispenser (Hall), thoroughly experienced all branches of the work, requires post with Chemist. 232/20, Office of this Paper.

LADY Dispenser, Unqualified, desires locums to mid-October; tall; little shop experience. Inman, 59 Trent Road, Brixton Hill, S.W.2.

LADY, Unqualified, requires permanency; 4½ years' experience Dispensing, Counter, Window-dressing, photographs. Chemist, Market Pharmacy, Aylsham, Norfolk.

LOCUM or Permanency; well recommended to either Chemist or Doctor; Hall Qualification; free early September. Miss N. Jones, 30 Evelyn Street, Swindon.

LOCUM; Qualified middle-aged, active, well recommended; free September 1. H. D., c/o Paine, Chemist, Bartholomew Street, Newbury, Berks. 'Phone 613.

LOCUM (28), free September 1; excellent experience, Seaside, West End; salary £3. 266/617, Office of this Paper.

LONDON.—Qualified Lady desires post in London or suburbs; good experience; 6 years present post; free one month. 232/40, Office of this Paper.

M.P.S. DESIRES Managership, West End or City; excellent references; middle aged; good appearance. 232/50, Office of this Paper.

M.P.S. MANAGER, desires position in busy shop; energetic; Counter and Windows; good references; London. 232/47, Office of this Paper.

M.P.S. (25), tall, 6 years' private Retail, seeks post good-class Business; free one month. Swindells, Y.M.C.A., Sheffield.

PERMANENCY required end September; experienced in all departments of good-class Pharmacy; London district preferred; excellent references (5 ft. 10 in.). 232/6, Office of this Paper.

PHARMACIST, experienced, reliable, live business builder, as Manager, view purchase entertained; South Coast. 232/43, Office of this Paper.

REAL Manager offers services; free September 17th; just resigned present post; thoroughly capable; married; can take full charge to employer's advantage. Browne, M.P.S., The Market Pharmacy, Shirebrook, near Mansfield.

UNQUALIFIED Assistant (21) desires situation East Midlands; tall, smart and energetic; keen Salesman, competent Dispenser; free one month. 231/28, Office of this Paper.

UNQUALIFIED Locum, Part I.; available September 2-14 inclusive; North London preferred; will interview. Apply, Alter, 66 Gravelands Road, N.13.

UNQUALIFIED (22) desires permanency; 4 years' all-round experience; competent Dispenser and Window-dresser; reliable Counterman; good-class Pharmacy preferred. Williams, 42 Union Street, Cowley Road, Oxford.

UNQUALIFIED; 33 years' experience high-class Pharmacy; quick accurate Dispenser, good Counterman, Photography; smart appearance, address; able take complete charge; very active; not afraid work; Croydon district preferred. 233/4, Office of this Paper.

UNQUALIFIED (23), 6 years' good all-round experience, including London Suburbs, requires situation September or October; London preferred. Edwin Shelley, c/o Warwick Lee, The Downs Pharmacy, Herne Bay.

YOUNG Lady (22), Unqualified, desires part-time post in W. or S.W. London; Retail or Hospital; first-class West End experience. 232/18, Office of this Paper.

11 YEARS' London and Provinces; experienced Dispenser and Photographer; very keen Window-dresser; conscientious worker; reliable references; free one month from appointment. 232/3, Office of this Paper.

WHOLESALE.

A CAPABLE, diligent, well-known gentleman (50) desires re-engagement to represent a firm of unassailable integrity and principles; professional propaganda and/or trade work; own car; Hants and West; sound credentials. "Stability," c/o General Gordon Hotel, Weymouth.

A CTIVE, Capable, elderly Pharmacist; Dispensing, Superintending, or with Manufacturers; light duties, moderate salary. M.P.S., 15 Tolmers Road, Cuffley.

COMMISSION ONLY.—Representative, 16 years' experience, excellent references, at present covering all Scotland, calling all Wholesale and Retail Chemists, Stores, etc., desires additional well-advertised lines. 231/25, Office of this Paper.

E XPERIENCED Man seeks situation with Wholesale Firm of Chemists and Druggists; good all-round Counter experience; also Dispensing; 15 years last position; Leicester or district preferred. "W.N." 31 Merton Avenue, Leicester.

E XPERIENCED Representative, M.P.S.; connection London, Southern England, all Ireland; free end September for responsible position; specially successful Medical Propagandist and Retail Salesman; thorough knowledge of Biological and Bacterial Products; conversant with American methods. "Zealous," 286 High Street, Brentford.

L ONDON Situation required by thoroughly experienced Tablet Maker; able to take charge of department; good knowledge of Pills, Lozenges, etc. 231/11, Office of this Paper.

R EPRESENTATIVE, experienced, Qualified, seeks position with Firm of repute; good connection; London and suburbs; Drugs preferred. 232/26, Office of this Paper.

R EPRESENTATIVE, Gentleman, having sold his Retail business, desires position on the outdoor staff of a Wholesale Chemist, Toilet House or Allied Trade; 30 years' experience; tall, good appearance; own car. Apply Hardy, 12 Holmwood Avenue, Monkseaton, Northumberland.

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S. E. HACKETT, 23 July Road, Liverpool

R EPRESENTATIVE, with first-class connection among Chemists, Hairdressers and Stores, covering Midlands and Eastern Counties, desires to represent well-known Firm on commission and part expenses; undeniable references. 232/17, Office of this Paper.

R EPRESENTATIVE (35), Pharmaceutically trained; Retail and Wholesale; desires change; join progressive reputable house where wide experience, keen Salesmanship and ability to work up business is appreciated; London connection Chemists, Doctors, Institutions; salary, expenses and commission; experienced Drugs, Toilets, Sundries, Specialities. 232/46, Office of this Paper.

S ALES Organiser and Publicity Manager; experienced Medical Propagandist; Qualified; open to consider proposition requiring ability, initiative and energy; influential recommendations. P.C.B. 173/21, Office of this Paper.

Y OUNG Lady, B.Sc., L.P.S.I., desires position as Laboratory Assistant with a firm of Manufacturing Chemists. 230/2, Office of this Paper.

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M ORRIS Ten-Four Sunshine Saloon, 1934; green; 8,000 miles; one owner; taxed December, insured May; private use only; new condition; £110. Midlands. 232/23, Office of this Paper.

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S UPPOSITORY Machine Wanted; hand or power. Give full particulars and price, 265/591, Office of this Paper.

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	Hotel	Date
ABERDEEN	Caledonian	23-27
BELFAST	Queen's	16-20
BIRMINGHAM	Queen's	16-20
BOURNEMOUTH	Grand	23-27
CARDIFF	Park	16-20
CHESTER	Blossom's	23-24
COVENTRY	Queen's	23-25
DERBY	Royal	17-19
EDINBURGH	Old Waverley	30-Oct. 1
GLASGOW	Grand	2-13
GRIMSBY	Royal	30-Oct. 4
HANLEY	Grand	12-13
HOVE	Head Office	9-13
LIVERPOOL	Adelphi	9-13
LONDON, E.C.	Great Eastern	2-6
LONDON, S.W.	Brompton Road	Whole
	Showroom	Month
LONDONDERRY	Northern Counties	23-24
NORWICH	Royal	16-20
NOTTINGHAM	Victoria Station	2-6
PERTH	Salutation	16
PORTSMOUTH	George	2-6
READING	George	23-25
SOUTHPORT	Scarlsbrick	26-27
WOLVERHAMPTON	Victoria	9-11

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